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OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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MEAT PACKERS HELP TO WIN THE WAR

What They Have Done In This Regard Is Told at the 13th Annual Convention of the American Meat Packers' Association at Chicago

MET ALL DEMANDS IN SPITE OF DIFFICULTIES AND ABUSE

The thirteenth annual convention of the American Meat Packers' Association was held on Monday, Tuesday and Wednesday, October 14, 15 and 16, in the city of Chicago, the center of the world's meat industry.

The place was as appropriate as the time. As the hour of triumph strikes for the Allies in their war for democracy, so it seems that the hour of vindication is about to strike for the meat packers of America in their battle for justice in the eyes of the people. That this hour should dawn as they met in national convention at the center of their trade world was a happy coincidence.

A year ago in the same city American meat packers met to consider how they might help to win the conflict into which their country had but recently entered. They realized then what a responsibility was upon them, and they pledged their service to the limit of their resources and strength. How they have kept this pledge the world should know, and the world will be told. Part of the story is in the proceedings of this thirteenth convention of the American Meat Packers' Association.

Meat packers take no credit to themselves for the feats they have performed in feeding the Allied armies and the nations of workers behind the armies. This was but their duty as American citizens. That they regarded it as such is shown in their submission to government regulations such as no other industry experienced, and in the face of abuse from politicians both in and out of office, such as no other set of business men ever had to endure.

Nevertheless, they are proud of the part they have played and are playing in the winning of the war. At the Chicago convention they were not displeased to be told something of this.

Mr. Hoover Sends His Thanks to the American Meat Packers

Perhaps foremost was the official tribute paid to them by the United States Food Administration, in the message sent to them by Herbert Hoover through his authorized spokesman. At the convention dinner, Mr. Milne said he wished to convey to the meat packers of the United States "the heartfelt thanks of Mr. Hoover and his staff for the won-

derful co-operation we have had from every one of you, clean down the line!" It is Mr. Hoover's "hope and belief that you will continue to feed us as you have fed us, and to feed our Allies and the starving people over there, not only during the war, but during the reconstruction period thereafter."

And if their past record is any criterion, they will!

Another government representative, speaking for the head of the Federal meat inspection service, declared it to be his expert opinion that "the road to Berlin begins in American packinghouses!" He added the further view that, had meat slaughtering been scattered, as it was during the Civil War, instead of being centralized and modernized as it is among the members of the American Meat Packers' Association, it would have been a superhuman task to gather meat for the armies that we have been feeding during this world struggle. Which is something the politicians might put in their pipes as smoking material!

The French soldier-priest who gave the convention its first war thrill, speaking for the men who are fighting over there, declared that France couldn't have held out but for our aid, and that our soldiers are the best fed fighters in the world. In its report the association's Executive Committee commented upon the obvious fact that a vegetarian army couldn't fight. The inference in Lieutenant Sauvage's compliment is plain.

The representative of the British Food Ministry, too, paid American packers the high compliment of saying that his government couldn't have got along without them. Marvels of business magic in filling orders and in meeting critical moments in the Allied needs were told by F. Edson White in a story which revealed that for two years before the United States entered the war it was really the American packinghouse industry which made it possible for Great Britain, France and Italy to go on fighting.

As a leading packinghouse superintendent said in his convention talk, it was fortunate for our government, our Allies and the people that the packinghouse industry was so highly specialized. Had it not been for this specialization, and the splendid executive management and rank-and-file grit behind it, the feats performed would not have been possible.

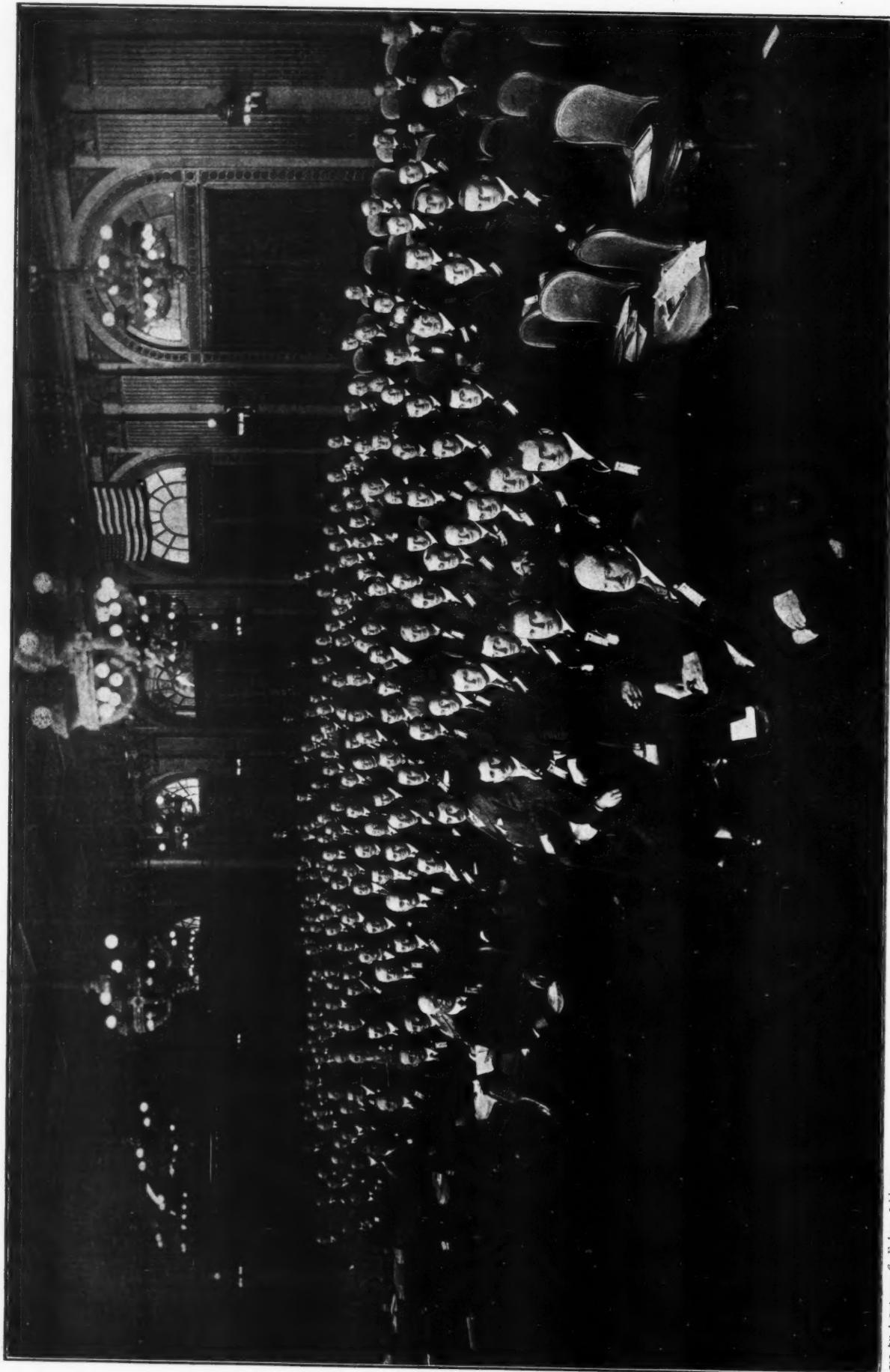


Photo by *A. Gurney & Fahy, Chicago.*

MEMBERS OF THE AMERICAN MEAT PACKERS' ASSOCIATION IN SESSION AT THE HOTEL LA SALLE, CHICAGO, ILL., OCTOBER 14, 1918.

A Big Part in the History of the War

President McCrea of the association summed it up in his address when he said that "we, as packers, have just cause for a certain and by no means small degree of self-satisfaction because of the truly remarkable manner in which we, as an industry, have met the demands made upon us by our own country and by our comrades in arms. He who writes the history of this great war must, if he speaks truly, tell future generations that Germany was defeated largely, if not wholly, by the single fact that America fed the world."

And this 100 per cent demand on American packers was met and exceeded with a "plus" margin, as the association's Washington counsel said, in spite of the fact that no industry in the world is subject to such minute governmental supervision as this industry, and no industry is subject to so much unjust criticism as the meat packing industry.

The American meat packers were told that they would come out of this war vindicated. The vindication has begun, and it will be continued. Meat packers are weary of turning the other cheek, and from now on they may be expected to fight back. Patience and forbearance have ceased to be a packer's virtue, as his detractors have begun to discover.

But if the meat packers have been 100 per cent efficient, they have been more than 100 per cent patriotic. The convention proceedings testified to that. Their chief interest was in war news and war stories, such as that of the French soldier-priest, and the pictured tale of Newman at the convention smoker. And the climax came at the annual dinner, when the programme nearly capsized in a sea of patriotic fervor over the Fourth Liberty Loan. President Wilson was given unqualified endorsement, and a telegram of congratulation and support was sent to him in the name of the association.

The war note was dominant throughout the meeting. Every speaker sounded it in one key or another, but it always found his audience in tune. In fact, it was hard to pin a moment's interest on to anything else. There was, however, the undercurrent of feeling that great days are ahead, grave days, days of reconstruction and enlargement. And there was a general, if not loudly expressed, desire to talk things over, to consider the problems ahead, to exchange views on what was to come. Whatever does come, it may be certain that American meat packers will be in the front of the procession, as they have been in this war work.

Value of the Association to Its Individual Members

The value of the association was never more forcefully brought to the attention of the members than at this meeting. The reports of the officers and committees prove it, and the speech of the association's Washington counsel, Judge Hayes, sets it forth in strong light. If there is one fault to find it is that the rank and file of members have not awakened to the value of their organization to them, of what it can and will do for them for the asking. A careful reading of the committee's reports, and of Judge Hayes' remarks to the convention, will show to what a surprising extent this is true.

The attendance at the meeting was remarkable, in view of the conditions. With thousands of packinghouse men in the service of their country; with the labor shortage at its most acute stage; with a great Liberty Loan campaign in full blast, and packers everywhere leading in it; and with a terrible disease epidemic sweeping the country, it might have been expected that the convention would suffer. Instead, there was a registration of nearly 900, and the attendance was almost as representative as usual. One or two spots

where the influenza troubles were greatest were unrepresented. All along the line men were kept at home by pressing needs. But on the whole the meeting was characteristic of the conventions of the past in its representation of the meat industry of the country.

The programme was well rounded out. Packinghouse experts and executives told of progress in the industry, and prominent men in other lines told of progress outside. Fraternal greetings, frank and to the point as usual, were had from retail butchers and livestock representatives. The United States government sent its views to be expressed through its representatives, along with the thanks already mentioned.

And—to put the first at the last—in his address of welcome the president of the Chicago Association of Commerce ventured the interesting prediction that the conclusion of the war would not be America's final victory. That will come, said he, when we show ourselves fully able to return to the days of the republic, free from bureaus, boards and commissions, competent to continue the building up of our great industries and the development of our industrial abilities. Thus which, perhaps, no more significant remark was made in the course of the entire proceedings.

No Change in Officers at Government Request

Conforming to the expressed wish from Washington that as few changes as possible be made in the officiary of business organizations, the association's nominating committee decided to retain its present officers for the ensuing year, making but one or two changes in the directorate, and this for the purpose of placing there ex-presidents of the organization, giving the association in this critical period the most representative complexion possible. Thus the precedent was broken, and President McCrea and his colleagues continue at the helm.

The note of sadness at the loss of the association's founder and first secretary was a minor tone throughout the meeting. Tributes to his memory were what might have been expected from the hearts of his friends, and action as revealed in the plan for a memorial spoke louder than words. The new secretary received a welcome such as to inspire him for the task ahead, a task not easy, but which he may face with confidence.

The Chicago committees, as ever, did themselves proud. No detail was omitted which might add to the comfort or pleasure of those attending, and everything went with a zip and snap typical of Chicago.

Officers of the association for the ensuing year are:

President—James B. McCrea, Ohio Provision Co., Cleveland, O.

Vice-President—Gustav Bischoff, Jr., St. Louis Independent Packing Co., St. Louis, Mo.

Secretary—Robert G. Gould, THE NATIONAL PROVISIONER, New York.

Treasurer—Max N. Agger, John C. Roth Packing Co., Cincinnati, O.

Executive Committee—Charles H. Ogden, Pittsburgh Packing & Provision Company, Pittsburgh, Pa., Chairman.

B. W. Corkran, Jr., Corkran, Hill & Co., Baltimore, Md.

Fred R. Burrows, G. H. Hammond Company, Chicago, Ill.

James Craig, Jr., Parker, Webb & Co., Detroit, Mich.

James G. Cownie, Jacob Dold Packing Company, Buffalo, N. Y.

John T. Agar, John Agar Packing Co., Chicago, Ill.

J. J. Felin, J. J. Felin & Co., Inc., Philadelphia, Pa.

Albert T. Rohe, Rohe & Bro., New York, N. Y.

T. Henry Foster, John Morrell & Co., Ottumwa, Iowa.

PROCEEDINGS OF THE CONVENTION

First Session

Monday, October 14, 1918, 2 P. M.

The convention was called to order by Fred. R. Burrows, chairman General Committee on Arrangements.

CHAIRMAN FRED. R. BURROWS: Please come to order. We will open the meeting, gentlemen, with "America."

("America" was sung by the members of the Association, led by James R. Hills.)

THE CHAIRMAN: Gentlemen, I am not going to make any remarks in regard to the speakers, but I am going to introduce first Mr. Lucius Teeter, the president of the Chicago Association of Commerce, who will welcome you to the city.

Welcome from Chicago Business Men.

MR. TEETER: Mr. President, and gentlemen, it affords me a very great deal of pleasure to welcome you on behalf of the business interests of Chicago, to welcome you here, and to wish for you a most successful convention. Most of you are familiar with Chicago, and it would be entirely out of place for me to tell you anything about its industrial and financial strength. Perhaps, however, you do not know so much of its beauty. I hope that you approve of this beautiful autumn sun which greets you at the opening of your convention. Indeed, October is one of the best times in which to come to Chicago, and we hope that before you leave, you may be able to travel over our parks, boulevards, and even into the forest preserves, and see something of that side of Chicago which we are trying to build up and make more beautiful, for ourselves and those who come after us.

You will find Chicago engaged in just the same thing that you are all engaged in, and that is, in a devoted effort towards winning the war. And since this war has been a war of organization, and since our country has to organize very rapidly in making its plans for the war, it is such an organization as this, associations of commerce, and other trade organizations that have made the task easier, because in turning to groups like this, the Government has found men who knew each other, and who have known how to work together, and how to work together effectively. You, like many other business men, have responded to those measures of control which the Government has seen fit, wisely, to impose in speedily winning the war.

Should Look to the Future.

The one serious thought that I would like to leave with you today is this: That while you are quite properly planning for 100 per cent. effectiveness in the winning of the war, it is such associations as this one which I represent that must begin soon to take account of the future of America's business, that future when the boys come home, and when, again, we should look to business as a normal pursuit, that we may again, handily, as of old, have the opportunity for individual ability to maintain itself, because is not that the way Chicago, and all of America, became great, through the initiative of our great business leaders?

Indeed, the conclusion of the war will not be America's final victory. The final victory will come when we show ourselves fully able to return to the days of the republic, free from bureaus, boards and commissions, competent to continue the building up of our great industries and the development of our individual abilities, at the same time dealing cold justice to all mankind. (Applause.)

Therefore, gentlemen, I conclude as I began, by saying that we are very glad that you are here, and we hope that the October sun may continue to shine upon you through-

out your deliberations, and that you will stay as long as you can, and will come again soon. (Applause.)

THE CHAIRMAN: I next desire to introduce one of our old members, an ex-president of the Association, who will reply to Mr. Teeter's address of welcome. Mr. Albert Rohe, of New York. (Applause.)

Rohe Replies to the Welcome.

MR. ALBERT ROHE: Mr. Chairman and gentlemen, and Mr. Teeter. We have our own tests for greases and lards, that test which we call the titer test. And when a



JAMES B. McCREA
(Ohio Provision Co., Cleveland, O.)

Re-elected President of the Association.

man was sent to welcome this association, he was tested with the Teeter test, and we found him all right! (Laughter.)

We have been guests of Chicago very frequently, and I believe that this particular convention was slated for somewhere else than Chicago. But at this particular time, when we are up against troubles, and are engaged in the positive purpose of winning this war, we decided to have this convention here at Chicago.

I think that the Kaiser, amongst the great many mistakes that he made, overlooked the one particular point we have here, the Stock Yards and the packing plants. It was one of the great failures that he made. It was never dreamed, for one moment, that we would be able to send what we have sent to our Allies. I had a conversation with the Quartermaster General of the United States Army more than a year ago, and he said this to me: "Mr. Rohe, you, as a packer, have some conception of what it might mean if we sent a million and a half of troops to Europe. The public have not the least conception of what it means," and so far as I am concerned, it is a collateral proposition. We have today two million men over there, and we still have to hear a complaint from any one of them as to the meats that have been delivered to them. (Applause.)

Now, every packer in the United States, large and small, has the one determined idea in his mind, and that idea is to be 100 per cent. efficient. And if Chicago can give us any idea, or anything to help that 100 per cent. efficiency, we want Chicago to tell us.

We all, every one of us, who are doing an Allied business, and those who are supplying the camps, and those who are taking care of the rest of it, are all doing our best. As the colored fellow said, the first one hundred years are the hardest, but we are here to stay one hundred, if necessary.

We have had some very good times here in Chicago, and we have yet to hear of any out-of-town man who has ever been led astray in Chicago. (Laughter.)

I am going to steal a little story from the Secretary of the Navy. I do not know whether you have heard it or not, but it is so good that I am going to tell it to you. He said there was a German officer brought in as a prisoner, and in looking over the Allies' men, he said, "The English have a Victoria cross; the French have the Cross of the Legion of Honor, and, of course, I have an Iron Cross. But what bothers me is, how did the Americans get across?" (Applause.)

We appreciate your cordial invitation and we are going to use it to the limit. The moon is out as well as the October sun, of which you spoke. The October moon is out and we are going to try to keep out of the dark alleys by the light of the moon. I thank you. (Applause.)

THE CHAIRMAN: General Ryan has a little something that he wants to say to the members of this convention.

Tribute to George L. McCarthy

GEN. RYAN: It is not a pleasure on an occasion like this to bring to your attention a note of sadness, where everybody seems full of patriotism and good humor, but I have noticed last evening and today, there is this subdued feeling among our membership, due to the absence of a dear one whom we all expected to greet on this occasion.

It is said that death loves a shining mark, and that saying was never more realized than in the news that was flashed over the wires on that bright June morning that our dear, beloved secretary and friend, George L. McCarthy, had passed from our midst.

It was a shock to all of us. It seemed as if a blank had come suddenly into our lives. We would not have been more stunned if it had been a near and dear relative who had passed away, while we admired him for his ability as a leader of men, for his wonderful executive resources, and we loved him for those endearing qualities of mind and heart, his congeniality, the disposition which he possessed and which never gave way.

I first met Mr. McCarthy twelve years ago at a meeting at the Grand Pacific Hotel, held for the purpose of discussing the practicability of forming a national organization. Those were gloomy times for the packers. Scandalous reports which were unjust and untrue had gotten out, which reports brought us into very much disfavor with the public, and our Government, under the pressure of excited public opinion, passed very drastic laws and regulations for the government of our industry, so drastic indeed that they seemed almost to freeze the packers out.

Just at that apparently inauspicious time the American Meat Packers' Association was launched forth, and George L. McCarthy was elected the first secretary.

He was then a man of about thirty-two years of age, but his fair and fresh complexion made him look much younger to me. I said at the time, "That young fellow has got a very big undertaking on his hands, to build up such an association out of such incongruous elements and under the conditions and circumstances." But he was cheerful and competent. He was full of pluck and courage, and he went right to work. He headed a committee of the packers to the

City of Washington, made several visits there in regard to the meat laws and regulations governing the packing business, and by his tact and address and amiable manners and personality, he made a very good impression upon the authorities. They began to look upon the meat packing business with a lot more justice, with the result that some of the most drastic laws were relaxed through the efforts of Mr. McCarthy.

Building Up the A. M. P. A.

He then started to build up the membership of the Association by letters and circulars, by telegrams and personal visits to the packers in their home cities. He broadened the scope and influence of his organization, and the membership grew rapidly. Last year at our convention at the Morrison Hotel, he said to me, "Do you remember eleven years ago, our first convention? We then had forty members, representing four states. We have now 350 members, representing 35 states. Who will say that this Association is an experiment any longer, or that the American Meat Packers' Association is not a fixed institution which has come to stay?"

There was a proud look in his face, and he had a good right to be proud over the great work that he had done. His personal attention was given to these conventions. He had a happy faculty of gathering around him men who could do something, and dividing the responsibility, and nothing was omitted at the conventions which could contribute to the information or the enjoyment of the members when they attended. Distinguished men were brought here from all parts of the country, who discussed important questions relative to our business, and these discussions broadened out and made us progressive, and taught us to adapt ourselves to the ever-changing conditions in our line of business.

It was his delight and joy to mingle with us. He was the moving spirit who did it all, and if it is as said by some, that the disembodied spirits of the good people who die are permitted at times to revisit the places and scenes they love most on earth, then, my friends, I say that the gentle spirit of George L. McCarthy is in our midst today. And if he could speak, he would tell us to perpetuate this organization, to pull together and to give to his successor that cordial, earnest, loyal and faithful support which we gave to him.

Honesty With Him Was a Creed.

Mr. McCarthy never looked upon honesty as a policy. He adopted it as a creed, and he squared his life accordingly. One of the richest memories of my life is the thought that I had the privilege, even for a brief time, to work shoulder to shoulder with such a man. We shall never meet him again, never grasp that friendly hand in the spirit of friendship again, for he has passed to that land from where no traveler e'er returns. But, my friends, I believe I speak for every one here who knew George McCarthy, that we will forever, yes, forever, keep that sweet, gentle memory fresh and dear in our hearts.

Mr. McCarthy took most of the delights and enjoyments in this world in his family. His domestic life was exquisitely tender and beautiful. He had a wife and a family to whom he was most dearly attached, and today, my friends, we send to that dear wife and family, in their far-away home, at Yonkers, N. Y., this expression of our deepest sympathy and sorrow in their great grief. And to the memory of our friend, we may address these words:

Green be the turf above thee,
Friend of our better days;
None knew thee but to love thee,
Or named thee but to praise.

The Successor to the Secretoryship.

There was one difficulty, my friends, we were confronted with, and that was to find a successor to Mr. McCarthy. But I am glad to say, and you will all be pleased to know, that that difficulty has been successfully overcome. The young man who has taken his place needs no introduction from me. He

has already made a record, a very good one, as a journalist and a successful organizer, a man of rare executive ability.

It was my pleasure to meet him last summer, and I was very much impressed at that meeting, being a few hours in his company, and I felt then that the executive committee had made no mistake whatsoever. In fact, they made a happy selection for secretary, in Mr. Robert G. Gould. (Applause.)

The thing which impressed me most in Mr. Gould was that he was a little timid. He told me that he appreciated the great task that confronted him, in endeavoring to fill the place of such a brilliant and bright man as George McCarthy. But I told him this, gentlemen; I told him he was sure to make good, and I assured him the hearty, earnest and loyal co-operation of every member of this association. (Applause.)

Without further words, I take pleasure in



ROBERT G. GOULD

(The National Provisioner, New York)
Secretary of the Association.

introducing to you, gentlemen, our new secretary, Mr. Robert G. Gould. (Applause.)

MR. GOULD: I thank you, gentlemen.

THE CHAIRMAN: Before we proceed with the balance of the meeting, we will have, as usual, our picture taken.

(Flashlight picture of the meeting taken at this point.)

THE CHAIRMAN: Gentlemen, there is not much to say about the next speaker. We all know him, and I am simply going to introduce Mr. James B. McCrea, our president.

Address of the President

THE PRESIDENT: Fellow-members of the Association: It gives me great pleasure to be permitted to call this meeting to order. Since our last gathering we have both watched, and taken part in, momentous events.

Many of us are operating our plants under war-induced regulations which constitute a form of government closely approximating benevolent autocracy, but with which we are well content, for we realize that all measures taken have been regarded as essential to military success.

Some of us have been assailed unfairly by those who should have been our best friends.

As an Association, we have lost a most able executive and popular member, in the death of Mr. George L. McCarthy.

But, overshadowing all of our troubles is the big, outstanding fact that our boys in France are gaining ground. We are winning the war. The one really great problem which was before us when we adjourned last fall—the war against Germany—seems to be well along on the road which leads to a victorious peace.

After the war is over, we shall have new problems, and they will be serious problems.

They will call for the best thought that we can give them, but they will not, in all probability, be as perplexing as have been those of the past year or so. And what is more, we shall be able to attack the problems which arise from the termination of the war with the buoyant spirit which naturally accompanies victory, and which, in our case at least, is the natural accompaniment of the feeling of a duty well done—of an extremely difficult task well accomplished.

As the chairman of our more important committees will tell you, we, as packers, have just cause for a certain, and by no means small, degree of self-satisfaction because of the truly remarkable manner in which we, as an industry, have met the demands made upon us by our own country and by our comrades-in-arms. He who writes the history of the great war must, if he speaks truly, tell future generations that Germany was defeated largely, if not solely, by the single fact that America fed the world.

While there are still anxious times ahead of us before peace is finally declared, it is highly improbable that they will approach in intensity the critical moments which have passed. We, in this country, have not felt the full force of that anxiety, but the British, the French and the Italians have.

How We Came to the Allies' Rescue.

As you all know, Lord Rhondda, late Food Controller for England, went to his grave with a very heavy heart. Not only was his death due to his having loyally put himself upon the same rigorous dietary which his regulations imposed upon the poorest Briton, but also his personal convictions were of the sort which offered but scant hope for the future. He it was who cabled Hoover that unless America could very materially increase its exportation of wheat, he could not, as Food Controller for the leading European belligerent, be responsible for the outcome of the war. Hoover cabled back that the wheat necessary for success was not in sight, but that he would try to find it; and find it he did.

And what has been true of wheat, has been even more true of the animal products you and I deal in. We have enabled this country not only to feed itself in very nearly normal fashion, but also to maintain across the Atlantic Ocean a constant procession of vessels laden with meat products of all sorts.

The supply trains of the Quartermaster Corps do not appeal to the public fancy as does the dashing into action of a battery of field guns, or as do the achievements of airplanes, tanks and other ultra-modern, twentieth-century war machines. But rest assured, the motor truck heavily laden with food supplies is quite as important a part of warfare as is the motor truck laden with high explosive shells, gas bombs, or other ammunition.

So, all things considered, I believe we have ample justification for opening this, our thirteenth annual convention, in a spirit of optimism; duly cognizant of the fact that, although peace seems measurably nearer than it was a year ago, there are still many weary months ahead of us—months which will call for our best endeavors, but which, if to the task in hand is given the same measure of self-sacrifice and loyal co-operation which has characterized our industry in the past, can not but lead to a successful and early termination of the war.

In closing, I want to say that it has been a pleasure to have served as your president. It is an honor that I appreciate fully and for which I thank you, one and all, most sincerely. A feel sure that to my successor, whoever he may be, you will give the same measure of loyal co-operation which you have given me. (Applause.)

THE CHAIRMAN: I am sure we all appreciated Mr. McCrea's address. I will now turn the meeting over to him.

PRESIDENT McCREA: Gentlemen, the calling of the roll and the reading of the minutes for the previous meeting will be dispensed with, unless there is some objection.

(Upon motion duly seconded, that the read-

ing of the minutes and the calling of the roll be dispensed with, it was so ordered.)

THE PRESIDENT: We were to have the treasurer's report next, by Mr. Agger, but he, not being here, Mr. Gould will read it for him. (Applause.)

MR. GOULD: I am not going to make a speech. You will hear enough of that from me in days to come; anyhow, I would not dare to try to say anything after what the General has very kindly said in my favor.

I am going to read this report, but if there is anything wrong about it, you must look to the gentleman who made it out, but I do not imagine that there is.

Report of the Treasurer

American Meat Packers Association, year ending October 18, 1918:

Cash on hand Oct. 15, 1917..... \$283.92

Receipts During the Year.

Active membership dues, paid to October, 1918...	\$6,600.00
Associate membership dues, paid to October, 1918...	2,925.00
Active membership dues, paid to October, 1919...	100.00
Associate membership dues, paid to October, 1919...	50.00
Interest on deposits.....	47.39
	\$9,722.39

Total receipts \$10,006.31

Disbursements During the Year.

Secretary's expenses	\$4,865.53
Treasurer's expenses	134.25
Annual meeting	2,828.95
Arthur B. Hayes, legal services	1,500.00
Committee to confer with Government officials ...	275.26
Executive committee	96.00
Collection expense	4.50
Chamber of Commerce of the United States.....	50.00
Cash on hand, Oct. 14, 1918	259.82

Total disbursements \$10,006.31

(Signed) MAX N. AGGER, Treasurer.

THE PRESIDENT: Gentlemen, you have heard the treasurer's report. What is your pleasure?

(Upon motion, duly seconded, that the treasurer's report be received and forwarded to the Auditing Committee, it was so ordered.)

MR. GOULD: Gentlemen, there was one thing which I promised, and which I omitted in my maiden speech, and that is, that you must give your name when you arise, and the name of the town from which you come, not because the other gentlemen present do not know you, but because I do not know all of you, and also because our official stenographer wants the information.

THE PRESIDENT: The next order of business is the report of the Executive Committee, by Mr. Charles H. Ogden, chairman.

Report of the Executive Committee

MR. OGDEN: Mr. President and Members of the American Meat Packers' Association:

Among the many tasks performed by your committee during the past year was the sad duty of taking formal action upon the death of your secretary, George L. McCarthy, for twelve years your faithful executive and friend. He died, following a sudden attack of heart trouble, at his home farm near Troy, N. Y., on June 11, 1918.

The work undertaken and performed by the American Meat Packers' Association during the past year has been the greatest in its extent and scope and the most important that has come to the Association during all of its exceedingly useful career. It has been a year of war and the consequent meeting and solving of the most complex problems which can confront a government.

The raising and equipping of millions of men for battle is in itself no small task, but it becomes almost insignificant, when compared with the larger and more compli-

cated problem of feeding these millions of men. And when this problem embraces not only our own troops, but to a large extent the millions of Allied troops and the other millions of non-combatant inhabitants of our allied nations, it becomes almost overwhelming in its magnitude—so great that the human mind can hardly grasp the extent and perfection of the organized effort necessary to meet the situation.

A Vegetarian Army Could Not Fight.

A vegetarian army has never been known in history. Fighting men, even more than the men who labor with their hands, require the nourishment and sustaining force of a meat diet. Hence the heaviest burden, the greatest responsibility in this great national endeavor, fell upon the meat packing industry. And it is with the utmost feeling of pride that your Executive Committee records the fact that the meat packing industry of this country has met the situation splendidly, and has not only surpassed the hopes of the administrative officers of the government, but

To attend to all the multiplicity of detail in food production the government, under special laws enacted by Congress, appointed many boards and committees, and thus the work devolving upon your Executive Committee became greatly enlarged, so much so that it became necessary to apportion some of the work, which had ordinarily been attended to by this committee, to other committees, and hence some subjects which have heretofore been embraced in the report of this committee, as well as new subjects, will be found in the reports of the other committees. This committee has endeavored to keep in close touch with every development along all lines, having general charge of the interests of the Association and its members, but some matters have been under its direct supervision.

Sausage Decision Not Yet Reversed.

A year ago this committee reported that what is known as the sausage case had been appealed by the Government to the Supreme Court of the United States, the packers having won the case in the Circuit Court of Appeals. Your committee interrogated the Solicitor General of the United States regarding this case, in an effort to have the appeal withdrawn or to have the hearing advanced on the Supreme Court calendar. The Solicitor General considered the question of the withdrawal of the appeal for several weeks, but finally decided not to take that step. He agreed, however, to request the Supreme Court to advance the time for argument, but up to this time the case has not been heard.

It is thought that the decision of the Supreme Court will not reverse the decision of the lower court, judging from other recent decisions. The question involved is the extent of the power or authority of the Secretary of Agriculture to enforce regulations which are not justified by the terms of law.

Owing to the press of other legislative requirements, doubtless, there has been little legislation attempted and none enacted by Congress since our last session, materially affecting the packing industry.

The matter of excess transit or stock-yards feeding and watering of livestock has again been taken up with officials of the Department of Agriculture. It was considered first by the Food Administration as a measure to conserve the corn supply, but the matter was turned over to the Department of Agriculture as the proper authority to deal with it, but up to the present no action has been taken.

Conservation of the Meat Supply.

Both the Food Administration and the Department of Agriculture have had under active and constant consideration two questions of prime importance at this time; viz., the conservation of the meat food supply, and the increased production of meat food animals, two matters in which the packing trade is vitally interested.

Steps have been taken by both these governmental departments, by publication and by regulations, to increase the meat food supply by marketing restrictions on livestock and by greater liberality in regulations as to rejections and the use of animal parts. For some time prior to July 9, 1917, the then Executive Committee had been in conference, through the officers of the Association, with officials of the Department of Agriculture, looking toward the modification of many of the rules and regulations of the department, to the end that there might be a greater conservation of meats and meat food products, and a greater elimination of waste by more carefully restricting the conversion of really edible into inedible products.

In June of that year, a committee from the Department of Agriculture was appointed to meet a packers' committee and consider these questions, and these two committees met in joint conference on June 9 and 10, and fully considered the matters which were set out in Secretary's Bulletin No. 12-M of July 11, 1917, all being matters of importance to the trade. The departmental committee considered these questions for some



GUSTAV BISCHOFF, JR.
Vice-President of the Association.

months, and held a considerable number of interviews with representatives of the Association, making some changes gradually from time to time in the regulations, until early in January of this year the Department gave a statement of its conclusions on nearly all these matters, which was sent to the members of the Association in Secretary's Bulletin No. 5-N, under date of January 10, 1918.

The result of this conference and the subsequent action of the Department were greatly helpful to the trade in many of the matters discussed, as shown by the bulletin mentioned, but particularly in tending toward an even more cordial working relationship between the government and the packers, and in the enlarged spirit of helpfulness shown by this particular department to the trade at large.

Railroad Problems Which Were Taken Up.

When the government took over the control and operation of the transportation facilities of the country, many new problems arose regarding the transportation of our products, and of livestock, in addition to those already existing. Early in this period and during the past winter much trouble and loss were experienced by shippers in delays in the shipment of stock, particularly of hogs.

Your Committee took this matter up originally with the Director General of Railroads and later with the regional directors on a number of occasions. The situation was a difficult one for the railroads to handle, because of the great freight congestion and the exceptionally severe weather, but the Administration officials apparently used their best efforts to minimize these losses, and it is believed that their endeavors resulted in much saving to the trade.

Later in the year came up the question of loss and damage claims, as to methods of procedure. The Railroad Administration first took the position that all claims which had been rejected by the officials of individual roads should be presented to the Railroad Administration officials for further consideration in order to reduce litigation. This was communicated to the members of the Association in a Secretary's bulletin, but when claims were sent in and presented the Administration reversed its position and directed that all claims should take their regular course through the courts.

Your Committee appeared before the Interstate Commerce Commission in the proceeding known as the "Free Export Time" case, hearing on which was held in New York before Examiner Brown. The carriers had issued tariffs cutting to five days the 15 free days formerly allowed at seaboard for cars containing goods for export. After the hearing and argument the Commission refused to allow the railroads to reduce this free time, which was a distinct and valuable victory for the shipping interests.

The matter of excessive feeding charges for live stock in transit, caused by delays in transportation, was taken up with the Director General of Railroads and efforts were made to expedite such shipments. The result of these efforts, of course, cannot be estimated, but the trouble has gradually decreased. The damage arising from excessive feeding charges is a question to be tried at law.

Freer Shipment of Inspected Meats.

For some years your Executive Committee has endeavored to secure a modification of the regulation of the Department of Agriculture prohibiting the shipment in interstate commerce of inspected meats from branch houses where processing was done. This prohibition worked a considerable hardship and inconvenience to many of our members, and your committee is glad to be able to record that this regulation has now been rescinded as the result of years of constant effort.

At the request of your committee, the counsel of the association attended the hearings before the Interstate Commerce Commission on the reopened 15 per cent case. He was instructed to take the position that the

packing interests would not oppose the proposed advance, but that the industry did object to having placed upon it more than its share of the increased transportation burden. The advance was allowed, and it is believed that the position taken by your committee was entirely justified.

As to the recent 25 per cent advance in rates ordered by the Director General of Railroads as a war measure, your committee would call the attention of the Association to the fact that this is purely a war measure, that the rates as constructed contain many inequalities and discriminations which must sooner or later be eliminated. The entire rate structure is subject to criticism as a rate proposition, but during the continuance of the war your committee believes that on patriotic grounds, the advanced costs of transportation should not be attacked as a whole. This, of course, does not apply to discriminating rates.

In this connection, it may be stated that



CHARLES H. OGDEN

(Pittsburgh Provision & Packing Co.)

Chairman of the Executive Committee.

the Interstate Commerce Commission has announced that for the present the case known as "The Live Stock and Products" case will not be brought to trial. This was a case instituted by the commission on its own motion to investigate and determine the relationship in rates which should properly exist between live stock of various kinds and their meat products. This case is one in which this Association can take no part, since interests differ in different sections of the country. Your committee merely keeps the membership advised of the status of the proceeding.

During the year negotiations were opened up with the Department of Agriculture in regard to the use of borax in the treatment of meats, and these negotiations are still under way.

Advice to Members on Interstate Commerce Questions.

During the past year your committee requested the counsel of the Association to give advice to its members on all matters relating to inter-state commerce, both under private and governmental operation, as well as advice and counsel on the law creating the Federal Trade Commission, and many of our members have availed themselves of this opportunity, thus increasing the usefulness of the Association to its members along new lines.

Of the investigation conducted before the Federal Trade Commission by Francis J. Heney, regarding packinghouse operations, nothing need be said at this time, except that

your Committee has kept in close touch with the proceedings from their inception to the present time.

In conclusion, the Executive Committee is firm in the belief that the Association, through its committees and officers, has been of untold benefit to its members and to the trade as a whole, during the past extremely busy and eventful year. This committee has been loyally supported by the membership, and it knows that the same earnest support and co-operation will be given its successors.

(Signed) Chas. H. Ogden, Chairman;
Howard R. Smith.
Fred R. Burrows.
Frank J. Sullivan.
James G. Cownie.
John T. Agar.
J. J. Felin.
Charles Rohe.
T. Henry Foster.

THE PRESIDENT: You have heard the report of the Executive Committee. What is your pleasure?

MR. H. L. HARRIS: I move that it be received and filed.

(Upon motion, duly seconded, that the report of the Executive Committee be received and filed, it was so ordered.)

THE CHAIRMAN: There has been considerable rumor about the smoker not being held to-night, due to the epidemic that seems to be prevalent in Chicago at the present time, but I have just been advised that it will be held. (Prolonged applause.) The program will start at 8 o'clock.

THE PRESIDENT: Next, we will take up the report of the Committee on the Eradication of Livestock Diseases, by the chairman, Mr. W. H. Gehrmann, of Davenport, Iowa.

Report of Committee on Eradication of Livestock Diseases

MR. GEHRMANN: Mr. Chairman and members of the American Meat Packers' Association:

In our previous reports on the eradication of tuberculosis in livestock, recommendations were offered by this committee of the urgent needs for protective measures to be enforced against this disease. At this time this committee is indeed gratified with the results obtained.

Other diseases of livestock pertaining to this industry are now being handled by the Bureau of Animal Industry, and, we are happy to say, with the greatest success. Therefore, this report will confine itself to the disease of bovine tuberculosis.

Your committee, in its third year of service, has given this disease its serious consideration and is of the opinion that the question of the promulgation of laws to protect not only the packing industry, but also the consumer, is one of the necessities and must be handled with the utmost care. And we say right here that the words of our late efficient secretary, Mr. G. L. McCarthy, in his address some two years since, that "this is not only a packinghouse proposition, it is a consumers' proposition," is the fact.

These words should be the slogan of this meeting.

The farmer has entered into political affairs and has great influence in legislative matters. The committee is frank to say that this is the time the consumer should understand why he, the consumer, pays high prices for this product.

The Consumer Will Act When He Knows.

It is reasonably certain that when the consumer has been properly educated he is not going to stand by and see his babies, his family carried away by the ravages of animal disease. How long is he going to stand for the high prices due to the fact that the farmer is not keeping pace with up-to-date sanitary conditions on his farm, and is permitted to sell diseased animals for the wholesome product, which on killing are consigned to the tank, thereby increasing the cost of meat?

Taking the present abnormal condition of

affairs as an instance, who but the packers are doing and will be doing their share in producing ample pure food for the maintenance of our wonderfully brilliant army and navy and those of our Allies, and who but the packer has been required by the law to use only such animals in the producing of this food as are physically perfect, and who but the packer must absorb in some manner or other all "rejects" by condemnation, and who but the packer must pocket his loss as best he can on account of these "rejects"?

This committee is quite sure the gentlemen of this meeting will readily agree that Mr. Farmer up to the present time has not interested himself as to whether or not the packing industry realizes anything out of the diseased animals he delivers as a wholesome product to the packer, or whether by his carelessness he has increased the price of meat to the consumer.

The gentlemen of this convention are well aware of the fact that prices for livestock have been on a higher level this year than ever before. The packer, generally speaking, has worked under the most adverse conditions with respect to labor and finances, whereas the farmer has been protected in his finances and his labor furnished gratis. This committee will state again that it is of the opinion that the enormous losses through the condemnation of carcasses affected with tuberculosis should receive serious consideration by the gentlemen of this meeting.

Progress Which Has Been Made.

It is with pleasure and gratification that this committee is able to announce that since the matter of eradication of bovine tuberculosis has been made the subject of your Association the following items of interest are noted:

The Government, through the Bureau of Animal Industry, has created a division for the eradication of tuberculosis, and this work is in direct charge of Dr. J. A. Kiernan.

Serious consideration has been given by various States with a view of framing laws in order to facilitate the eradication of this disease.

Not a few of the great State colleges have interested themselves in the question.

The National Livestock Exchange, through Prof. H. R. Smith, has taken a decided stand upon this subject; it is to be remembered that Professor Smith read one of the most comprehensive papers at our last convention on this subject; also, that the Exchange made the recommendation that packers and livestock buyers should touch upon the question of eradication to all shippers and livestock raisers.

The committees of public health in a number of the larger cities are at this time discussing the work of medical laboratories, which show that 23 per cent. of the tuberculosis in children originates from drinking raw milk. In this connection, we might add that stringent laws have been passed in a number of districts against the dairy farmer for more sanitary conditions.

The farmers, especially in the Northern districts, at their grange meetings have now under discussion the cleaning of their herds with a view of protecting themselves from losses brought about from this disease.

The State tuberculosis associations, generally speaking, are, through their lecturers, bringing home to the consumer the effects of this disease through impure milk and meat.

Progressing through the channels in this manner, your committee is indeed gratified with the results accomplished, by the cooperation of the United States Bureau of Animal Industry with State officials, stock raisers, especially the producers of pure-bred animals, packers and the consumer. The latter is the most essential.

Laws Should be Passed to Get Action.

We want to say right here, the Government tuberculosis eradication division is unquestionably doing its part, but it is respectfully suggested that the legislatures, in connection with the Government and State officials, should have bills promulgated and made effective for the purpose of having com-

mittees appointed to make a thorough investigation of the whole situation as to this disease. Through drafting this sort of legislation, the State universities would naturally become interested, and as a matter of fact would be called upon for information on this subject. This subject could then be made a special study. The chair of animal husbandry would be one of the principal sources of information for the farmer.

Health certificates should be required for interstate transactions. Stock for breeding and stock for dairy purposes, shipped interstate, should require a certificate of health to accompany the animal. It is earnestly suggested that bills should be introduced in the several State legislatures that each and every animal sold, either for breeding or dairy purposes, within the State, should be accompanied with a certificate of health, and your committee is strongly of the opinion if such legislation could be passed, it would be the means of not only safeguarding the public health in which the members of this convention are interested, but in conserving to an extent the enormous loss by the condemnation of carcasses due to this dreadful disease.



W. H. GEHRMANN
(Kohrs Packing Co., Davenport, Iowa)
Chairman Committee on Livestock Diseases.

In closing, it is again the earnest request of your committee, which has studied this problem, that publicity of this vexing question be made a subject of general argument at this meeting, with one view in mind, and that is that the question be placed right up to the farmer and to the consumer, especially the latter, which would at the outset be a step in the right direction in bringing about the much-sought-for relief from this obstinate disease.

Respectfully submitted,

W. G. Gehrmann, Chairman.

MR. GENTRY: Mr. Chairman, for Mr. Gehrmann's information, I will say that I received a message from Professor Smith stating that an appropriation of five hundred thousand dollars has been passed by Congress, giving five hundred thousand dollars for the purpose of furthering the eradication of tuberculosis.

THE PRESIDENT: The next in order, gentlemen, will be the report of the Committee to Confer with Government Officials, by Mr. Agar. (Applause.)

MR. JAMES S. AGAR: Gentlemen, I want to thank you for the reception you have given me.

This is the thirteenth anniversary of our coming together to become better acquainted, and the reviewing of the different things that have passed during this last year.

Another Tribute to McCarthy's Memory.

I talk to you to-day with a rather heavy heart. You were all closely associated with our dear friend who has passed on; probably not as close as myself and General Ryan, and a few more of us.

Starting out with this Association twelve or thirteen years ago, and the trouble we had in getting started, and seeing what such an association might do for the industry at large, we had in the person of our beloved secretary a man of integrity, a man who could see things, a man who was ambitious to do things, one who was a leader, and the rest of us trailed after him.

He is gone. What can we do to show our feelings? I realize that he has left a wife and five babies, and I realize that we, as whole-hearted, big-hearted men, who like to be called such, cannot help but have a feeling of trying to see if we cannot do something in a way substantial that our memory of him would show that we appreciated what he has done for us; something that would show that a great deal of good has come out of his efforts; would show that we not only associated with him in a business way, but we actually loved him. I feel that way, gentlemen, and I think that we ought to do something at the meeting of this convention.

Otherwise, gentlemen, yours truly is feeling just as chipper and just as good as he ever felt. He may get the "flu," but he doesn't think so, and he is going to dodge it as long as he can, and he wants to be a good fellow, because when we stop to think what a long time we are going to be dead, why not live as we would like to live, in a good, honorable brotherhood of men, loving one another, doing for one another, and denying for one another.

I have the report of the Committee That Confers with Government Officials, which I will read.

Report of Committee to Confer with Government Officials

To the Members of the American Meat Packers' Association:

The year just closed has been by far the busiest and most eventful year in the history of the packing industry, not only for the trade itself, but also for this committee, even busier than last year, which marked the entrance of this nation into the great world war and the creation of many new and complex situations in the packing business. Not only did the war bring this committee new questions to consider along its accustomed lines, but the unusual situation, the large number of new governmental agencies created, made it necessary for the Executive Committee to transfer some of its accustomed work to this committee, so that the year has been full of effort along many lines.

It has been a year when it was necessary for every man to prove his patriotism, either by going to the front or by doing his utmost to sustain his country in those ways in which he could be of the greatest service, and it is a source of proper pride that the members of the American Meat Packers' Association have shown as much true, unselfish patriotism and devotion to country as the membership of any other trade, and under the most adverse circumstances of criticism and abuse from quarters where, above all others, abuse and criticism should not have come.

On the whole, the year has been one of satisfactory performance, the peculiar difficulties which have been encountered having been met and overcome with that spirit which can only exist where the desire to serve our country has been paramount in every heart.

All Packers Licensed by the Government.

Early in the war, the President of the United States issued his proclamation requiring all persons engaged in the business of manufacturing, importing, exporting or distributing commodities, including packinghouse products (except where the gross sales did not exceed \$100,000 per annum), to be licensed by the Government. This proclamation, together with some suggestions to dealers and manufacturers, was called to the attention of

the trade in Secretary's Bulletin No. 1N, of October 20, 1917.

The precise form of these licenses and the methods of operating under them raised numerous questions to be decided by the Government and by the packinghouses, and your Committee to Confer with Government Officials took these questions up with the proper Government officers in charge in the endeavor to prevent any too onerous requirements and to secure rulings and regulations regarding the application and use of these licenses.

Conferences along these lines were carried on over a period of several weeks. The various officers were found to be courteous and obliging, and always ready to listen to any helpful suggestions from the trade. There is reason to believe that the efforts of your committee resulted in benefit to the trade at large, and particularly in the line of investigations on behalf of and advice to individual members of the Association, regarding those questions which were of great importance at that time.

Just prior to the last convention, the Government, through the Food Administration, inaugurated the proposition of fixing prices on meat food products, first for this Government alone and later for all the Allied Governments, and also of regulating or limiting the profits to be made in the meat packing business, and this, too, without attempting to regulate directly the prices of the raw products.

This matter received a great amount of attention from your committee, extending over some weeks, both before and after the last convention. Many details were discussed and worked out with Government officials, enabling the Government and the trade in general to co-operate more closely and harmoniously, thus fully protecting the Government's interests and the general public, while not placing upon the trade rules and regulations which might have proved exceedingly burdensome, if not wholly destructive to a part of the trade.

Every Effort to Meet All Demands.

The delicacy of the work incumbent upon this committee was fully recognized, but it was approached with the spirit that we were, as a nation, in the midst of the greatest conflict at arms the world ever saw; that the future of this country and of civilization depended not only upon our armed forces, but upon our material resources; that the armies in the field, and to a large extent the non-combatant peoples of our Allies, depended upon the American people for their sustenance, through trying years of war; that the fighting forces of the Allied Governments must have meat food products, and American meat food products, in order to carry on their part in the great conflict; and that it was up to the American meat packing trade to supply that food material which fighting men need.

It would have been criminally unpatriotic not to exert every effort to meet the enormous and constantly increasing demands for our products, and it was furthermore felt that that attitude represented the unanimous sentiment of the members of this Association, when the position was taken that the American meat packers could not afford, as patriotic Americans, to take advantage of this world-wide necessity to demand or exact more than the minimum of reasonable profit in their business. And yet business experience had demonstrated conclusively that in order to be one hundred per cent efficient in supplying the world's needs, the entire organization of effort must be preserved, and that to do this and to produce to the utmost capacity, a certain percentage of profit was absolutely necessary.

With these thoughts in mind, your committee conferred with the Government officials. Many plans were discussed, many suggestions made, many details worked out, much information given to the officials which they declared was valuable and helpful. The results were the best that could be gotten. The present regulations may not be perfect, they may have worked much hardship in some

cases, but as a whole, the packing trade has met the emergency to the entire satisfaction of those Government officers who are in a position to know, and it is safe to say that meat products have been supplied to the Government on a less margin of profit to the producer than can be found anywhere else in the vital necessities.

No Industry Has Done as Much as This.

In some cases, these profits have been too small, entailing grievous loss, but as a whole, the trade, by care and economy and the valuable assistance of the Bureau of Animal Industry of the Department of Agriculture, has been able splendidly to meet the demand of this and the Allied Governments.

We challenge the records to show any industry which has met the situation as completely as ours, or which has rendered more efficient service at so small a percentage of profit. The members of the American Meat

general plan, especially as coming from men acquainted with the details of this particular business.

There have been times, however, when complaints arose of alleged discriminations against individual producers and against certain producing sections. These complaints were investigated and representations made to the Government officials, and it is believed that the difficulties were remedied. There was not found any wilful discrimination, but apparently a lack of reliable information, tending toward an unintentional error in judgment.

In its early stages, work along this line was rendered all the more difficult and long-drawn-out by the fact that war was a new condition in this country; that Government control of production and distribution involved many complex problems, and further by the fact that many changes from time to time were made in the personnel of the Government agency having charge of this most important work.

It would require too much space in this report, and too much time for your consideration, to set out the details of this particular subject. Suffice it to say that the secretary of the Association, at our request, was in Washington for many days, covering several weeks of time, and that the Counsel of the Association was in almost daily touch with the situation, and in almost daily conference with the officials during that period.

It would be impossible to sum up the results of the committee's efforts—the actions taken and not taken by the Government by reason of its suggestions, arguments and explanations. The committee can merely say that it did its best, under new and trying situations, and that the general result, influenced to some considerable extent by its efforts and the active and whole-hearted co-operation of the trade at large, has been really quite remarkable and satisfactory.

Many questions from members of the Association have been answered and advice given them regarding these two matters.

Co-operation With President's Commission.

Your committee has also had under constant attention and suggestion the matters which were referred to the committee appointed by the President of the United States to consider the war policy of the Government as related particularly to meat production and distribution. This committee is composed of the Secretary of Agriculture, the Chairman of the Federal Trade Commission, the Chairman of the Tariff Board, the Secretary of Labor and the Food Administrator.

The functions of this committee have seemed to overlap some of the functions assigned to or assumed by other boards or commissions, and while no definite action taken by this committee has been formally published, yet its suggestions have doubtless had much to do with the satisfactory production and distribution of meats and the production of the raw material, and in preventing the adoption of some radical innovations suggested by some governmental agencies, the result of which, it is believed, would have been to disorganize and cripple the industry, to materially lessen the quantity and quality of meat production, and thus to interfere with supplying our armies and the Allied forces with necessary food material.

Your committee also authorized representation by the Secretary and Counsel of the Association before the Food Administration on behalf of a number of Association members who were being injuriously affected by rulings of the Administration and its subordinates, and in most cases relief was secured.

At the suggestion and direction of the committee, the Counsel of the Association was directed to be present at a number of the hearings before the Federal Trade Commission conducted by its attorney, Francis J. Heney.

The committee was also represented at a meeting of a Committee of the Council of National Defense with the manufacturers of lard substitutes as to prices to be fixed upon that product.

The Association was also represented before



JAMES S. AGAR
(John Agar Co., Chicago)
Chairman Committee to Confer.

Packers' Association may well feel proud of the record they have thus far made for their country and themselves, which is one of highest efficiency, resulting from carefully developed plans and operating organizations.

The Matter of Export Allotments.

Another matter which came within the jurisdiction of this committee, and to which has been given much and continuous attention for months, is that of export and import licenses and export allotments, not so much in the line of looking after individual licenses and allotments, as in the working out of the necessary detail of the general plan of procedure along entirely new and untried lines of Government control.

The members of your committee felt that the one great object before the country was and is the winning of the war, and, believing it represented the unanimous sentiment of the membership of the Association, the committee spent much time in collecting and giving to the Government officials and in helping them to secure all the information which it was possible to obtain which would assist them in their work, and in discussing ways and means by which a system might result, highly efficient and without favoritism.

The matter of actual allotments was left entirely to the Government, feeling that it would be extremely out of place for us to make any individual representations. The work of the committee consisted only in giving to the Government officials such information, advice and suggestions as was thought would be helpful in arriving at a

the Food Administration, in the matter of stock yard and transit feeding of livestock. No action was taken by the Food Administration, the subject having been transferred to the Department of Agriculture, where it is still under consideration.

Attention is called to the fact that the Government in its price fixing has eliminated the matter of bidding on Government supply contracts, and furthermore, that the action by the Government has demonstrated clearly to every thinking, unprejudiced individual that the packing industry has not been, nor is it now, making unfair profits. The Government allotments have been, it is believed, without any great prejudice or discrimination. If any errors have been committed they have not been willful, but the result of lack of information.

(Signed) James S. Agar,
Michael Ryan,
Robert G. Gould.

GENERAL RYAN: I move the adoption, Mr. Chairman, of the report which has just been read.

THE CHAIRMAN: You have heard the motion. What is your pleasure?

(Upon motion, duly seconded, that the report as read be adopted, it was so ordered.)

GENERAL RYAN: Now, my friends, I must respectfully ask of you the suspension of the order of business, to offer a resolution at this particular time, and if there is no objection, I will proceed.

THE CHAIRMAN: All right, General Ryan.

GENERAL RYAN: This is in line with the thoughts of our friend, Mr. James S. Agar, who is a living witness of the services rendered to our Association for nearly twelve years by our friend, George L. McCarthy, and while it is a very beautiful thing, and a sweet custom to strew flowers upon the grave of a dead friend, still, gentlemen, the loved ones who are living should not be forgotten.

I remember once, on a long journey with Mr. McCarthy, on work for this Association. I saw him draw from his pocket something at which he gazed with fond affection and moist eyes, something that he showed to me afterward. It was a miniature picture of his wife and his little children, and, said he, "Sometimes, when I am overpowered with work, and I am weary, I draw inspiration from this."

That made me love the man more and more. It has been through the delicacy of taking such a step that it has not been acted upon previous to this. But I believe action of this sort should be taken. Therefore, gentlemen, I propose the following resolution, which has the seconding, or will have the second and the approbation of my friend, Mr. Rohe:

"Resolved, That a committee of three, consisting of the president, the treasurer and the secretary of this Association, be appointed to take whatever steps they deem advisable to provide a substantial token of appreciation of the services of George L. McCarthy to this Association, and the same be presented to the family of Mr. McCarthy."

I move the adoption of that resolution.

MR. ALBERT ROHE: I second the motion.

THE PRESIDENT: You have heard the motion. All those signify by saying aye.

MR. ROHE: Let us have a rising vote upon that.

THE PRESIDENT: We will have a rising vote.

(Resolution offered by General Ryan, upon rising vote, duly seconded, was announced carried by the chairman.)

THE PRESIDENT: We have with us this afternoon Lieut. G. D. Sauvage of the French High Commission, Washington, D. C., who will talk to us on "France in War Time."

A Voice From the Trenches

LIEUTENANT SAUVAGE: Gentlemen, I am glad to be with you, and I wish, first of all, to thank you for your kind welcome. I am all the more grateful to you for it because I know it does not stop at me; that it goes over to France, whose son and soldier I am proud to be. (Applause.)

I wish to bring to you the greetings, and also, in a special way, the gratitude of the French soldiers, as well as that of the French people, and also of the French women. It is one of the consoling things of this war for France to have felt, from the beginning, even before you were in this great war, in the time when we were waiting for you, that at least your hearts were with us.

We knew that the hearts of the American people were with us, although you were not fighting side by side with our soldiers, but we knew that you were helping us with your money, with your supplies, and so far as the last two years of the war is concerned, I may say that I do not know how France would have gone on unless France had had the support, the general support of America.

I wish to bring you a message, too. When I left the front, in March of this year, when my comrades knew they were coming to

Thank God, we are winning to-day, and even if victory is not within our reach, victory is in sight.

Perhaps you do not know this, but this war has brought about some very peculiar situations. My following is that of a Catholic priest, and I have spent these three and one-half years at the front, not as a chaplain, but as a fighting soldier. (Prolonged applause.)

When war was declared, I reported to the French Army, as was my duty as a French priest, and I, being subject to the military law, like all the others. I reported, not as a chaplain, as I have already told to you, but I reported to the French Army as a private, and I was at the front for three years and a half, from the very beginning. I was sent to the British Army, to act in the capacity of what we call a co-ordination officer, to see that the work of co-ordination is going on between the British and the French, at the time of battle.

His First Experience at the Front.

I do not want, gentlemen, to bother you with my many personal experiences. The experiences of a soldier in that regard are all the same, and doubtless you have heard many, many soldiers tell you of their experiences, so I will not dwell upon that. I only want to tell you of one experience I had, the first one that I had, because the first experience of a soldier is always the one which he remembers the best, although it may not be the most dangerous.

It was in September, 1914, and it happened by a town which must be dear to you, because that town, about one month ago, was taken from the Germans by your American boys. It was the town of Fismes. I joined my unit, and I was practically a new man in the war. I was very much interested in all that was going on around me, and did not take the precautions which the older soldiers took, to avoid the shells and the shrapnel which were being hurled at us by the Germans. I was in the middle of a field, and I wanted to see what they were like, so I took a good look at the shrapnel and shells, and I was very proud, indeed, when the men around there told me that I was the bravest man they had ever seen. I want to tell you that sometimes the brave man, as in my case, is a big fool. I did not know what the shells and shrapnel were, but it was not long before I found out.

That same day, about 2 o'clock, I was talking to a farmer in that village, who was the only civilian who was left. He had refused to leave the place, although strict orders had been given that all civilians should leave. I asked him to go away, for I was sure that he would get killed if he remained there, but the old man always answered the same way, an answer that I have heard thousands and thousands of times from men and women on the fighting lines.

His answer was, "This is my house. I have been born here, and I have lived here all of my life. These are my fields, and I cannot think of leaving here to go and live anywhere else. If I have to die, I want to die here."

I pointed out to the old man that he had no more home. He was living in his cellar. His home had been destroyed. It was nothing more than a heap of stone, but the only reply he made was the same answer: "These stones are dear to me and I want to die among these stones, if I have to die."

While I was talking to him, one of those big shells which I have spoken to you about fell within six yards of us, and a piece of the shell cut off his head and he fell down at my feet. So you see, he died where he had lived on a spot which was dear to him and which he would not leave.

Gentlemen, if you want to see what war is, go to the Somme. I had a special opportunity to see the battlefield there, and there is where my brother was killed, two days before the end of the battle. He was with the general who commanded your boys at Chateau-Thierry. As I said, he was killed there, and I wanted to find his grave.



MAX N. AGGER
John C. Roth Packing Co., Cincinnati, O.
Treasurer of the Association.

There were many, many graves there, and I had to go through the whole battlefield there, and I tell you, that you can walk and ride for forty miles, on a width of forty-five miles, without finding one house left or even one tree that has been left by the German army. All of the trees that were left standing have been cut down by artillery fire, and if there were any remaining they have been cut down by the Germans, a distance of about one foot from the ground, all of the towns and villages, of course, being destroyed.

You may not believe me, but I will tell you that, had you not known that there was a village in some of those places, you could never have guessed that a village had been there, after one of those big battles, so thoroughly are they cleaned up. In some of the places we have put posts in the ground with signs to indicate that at such and such a place, a village by such and such a name formerly stood there. Even cities which formerly had a population of ten thousand people have been so completely destroyed that there is not a building standing there yet.

Facing Death With His Comrades.

Gentlemen, there is no place on earth like the front where friendship is formed as strongly as it is formed there. I have been with some of my comrades there for two years and a half. For two years and a half at the front there with the same men, facing death with them, and it creates among fellow soldiers a feeling that you want to be there fighting with them. We lived there together, not only as friends, but we lived together as brothers, and that is why I was sorry to leave them. As a matter of fact, I asked to be granted leave to stay at the front, but I was told that I must proceed to the United States within three hours.

The first news that I received when I landed in New York was regarding the unit with which I was connected, and that news was that most of my unit on that day had been captured, and those who had not been captured by the Germans had been killed by them. So, you see, if I had not come to the United States when I did, I would have either been killed or captured, and that means that I would be in a German prison camp, and I need not say to you that I prefer to be here more than in a German prison camp. (Applause.)

Cost of the War in French Lives.

Now, let me tell you something about France. As I told you, from the very beginning, when war was declared on France, we decided that nothing would count for us but war, and nothing would come from the war for us but victory or death, and we have kept our word, I am proud to say. (Applause.)

You know, during the first two weeks, Germany took away our northern provinces, which held some five million people, including our coal mines and our iron mines, which left us about thirty-four millions of people; and I want to tell you that, out of those thirty-four millions of people, we have raised an army of almost eight million soldiers. The big drives which we have been in have cost us 1,300,000 killed and 1,300,000 crippled, or prisoners.

I tell you, there is not one family in France to-day which has not lost at least one of its members, and many of the mothers in France to-day mourn the loss of two or three or four or five, and even six sons who have been killed, wounded or are missing, but I am proud to say that we do not weep over our dead. Now is not the time to weep. Now is the time to fight.

We also have great consolation in the fact that the great spirit of these soldiers of whom I have spoken are with us. We do not look upon them as dead. We know that they are not dead. We know that their souls remain with us. We know that they stay with us as we fight on, and that they are praying for us, and I tell you that, in time of battle, every one of us feel that their souls are with us, assisting us and are fighting with us.

The Noble Women of France.

I want to say one word about the women of France. If our men in France have been so brave, these soldiers who have stood four years on the battle lines, suffering, it is because of the women, because they have been brave, as brave as the men, if not braver. The women of France have taken a solemn oath that they would take the places of the men, and they have done it. They are working to-day throughout the country, doing the work of plowing, sowing and harvesting, some of them doing that very work under shellfire. They have taken up the work in the munition factories. There are thousands of them who are working in the ammunition factories.

As I have said, they have taken a solemn oath and they have faithfully kept that oath. Never have they said one word that could discourage the men, and never have they shed a tear in the presence of the men. They have kept their word well, and it is because those women have been so courageous that the men

their tombs, and that they stood at attention, saluting your boys as brothers, and then they laid down with that feeling that, for the first time, they could rest in peace, because the work for which they had given their blood and their lives, they knew now would be perfected by your men and by our men.

Of course, it is very difficult for a soldier to give warning, and to give advice, but I must say for the soldiers, that they became very proud, and I want to tell you that the men in the trenches think differently about things. You may not agree with them, still they are very strong in their opinions.

Now, I have no hesitation to say that America is to be the deciding factor in this war. I do not mean that you have done the hardest part of it; we think we have done that, but without you, we could not win the victory which we must win. We know that with you, we must, and we shall, win the victory that we must win. But there is one thing sure; it is, that this war will not be won by the fighting men alone. This war, more than any other war, is to be won by the people at home.

America Must Win the War.

Upon you rests very largely the success of this war. It depends very largely upon the spirit that you exhibit at home. It is you that we rely upon to back up those of us at the front. I have no doubt, nor do I have any fear about the soldiers. They will do their share, but that their lives may not have been given in vain, those of you who are at home must be willing to do your share. I always repeat this, because I like to lay particular stress upon it. There are some people I have heard say that this war is a war for those in the trenches, and that the war must be won by fighting men. I think that such talk as that is blasphemy. This war is not our war any more than it is your war, and it is your war as much as it is our war. The only difference is in the part played. We are the soldiers, the fighting men. We have to fight when need be; we have to give our lives, and, I tell you, I am proud to say that we are ready and willing to do it when need be. (Applause.)

But at the same time, you have just as much responsibility in this war as we have. You are just as much obliged to do your best in this war as the soldiers are. The only difference is, that you are not called upon to give up your lives; but when your Government asks you for something in the way of sacrifice, you should not consider it as a voluntary thing on your part. You should consider it as a duty.

When the Government asks you to do something, you should do it, just as the General tells us to go over the top, telling us that we may be killed. We go over the top, obeying that command. When your Government asks you to make a sacrifice, you have not the right to say, "Well, I will go as far as this, but I will not go farther."

Soldiers Know the Kind of Peace They Want.

Now, there is a great lot of talk about peace. Of course, they have no right to talk about it, but we feel very strongly about peace. Nobody wants peace any more than the soldiers. But nobody has any more definite idea about the kind of peace we want than the soldiers. (Prolonged applause.)

Of course, I am not a diplomat, and I will not be consulted, and I do not want to say anything that could be misconstrued, but let me tell you that the French people have the fullest confidence in the wisdom and the energy of President Wilson. (Prolonged applause.)

We know better than you do, because we have been in a position to witness it better and more closely than you have, just what your Administration has done in this war. You people do not realize what has been done by your Administration, but we do. I tell you that there is no man in the world whose name is more admired and more loved in France to-day than the name of President Wilson. (Prolonged applause.)

As far as the Frenchmen are concerned, we always think of peace, and we summarize our



JAMES G. COWNIE
(Jacob Dold Packing Co., Buffalo, N. Y.)
Member of the Executive Committee.

have been able to stand these four years of war.

The Eyes of France Are on America.

Now, you have come into this world war with your heart, as I told you, from the very beginning, from the time that war was declared upon us. From the time that war was declared, the eyes of the French people have been steadily fixed upon America. There was an instinct in the French people that you people of America were born out of liberty, that you have grown from liberty, and that you could not stay away from the fight, which is a fight against the spirit of domination; against the evil spirit of barbarianism, against the spirit of cruelty, so we knew that you would come in the war, and we waited for you; then you came.

I cannot describe to you the thrill and the joy that passed through the very soul of France when your first boys landed on her soil. I want to tell you that when General Pershing on the 6th of September, 1917, at the tomb of Lafayette, when he spoke to the French people there, I know that Lafayette, the soul of Lafayette, recognized the voice of America; that on that day Lafayette was glad, because he knew that America was at last on the battlefield, fighting for the great principles which we all love. (Prolonged applause.)

And I am sure that when your men first went to the fighting line, when they passed over the graves of our dead, I am sure that these glorious dead on that day arose from

conditions up in three words: Reparation, restitution and guarantees.

Reparation; we want Germany to make reparation for all the harm she has done. Germany has burned our cities and destroyed our cathedrals; she has ruined everything. She has killed our women and our children. She has taken away and destroyed our factories, in order that we could not compete with her after the war. She has taken away the equipment from our factories, all of our tracks, and all of the machinery, and we want these things brought back to us, and we do not think there should be any peace unless this is done. (Applause.)

We also want restitution for all that Germany has stolen from us. We want all of the land she has stolen, and I tell you, I am proud to say, when we speak of France, we include Belgium as well, because it does not make any difference, so far as that is concerned, to us at all. We include Belgium when we say that. (Applause.)

I will tell you, we want Germany to restore all of the land she has stolen, and it does not make any difference whether that was stolen fifty years ago or fifty months ago. (Prolonged applause.)

We also want some guarantees that Germany will not be able to start another war like this war. These are the terms upon which we understand peace.

Wants Germany to be Justly Punished.

Each soldier, as I have tried to tell you, has his own idea, and these are my own ideas. I assure you that I have no feeling of hatred, but I have a great sense of justice, and I will tell you that, personally, there is something else I want. It seems to me we have not won this war, in the manner in which it must be won, unless Germany is punished. It is a great war of principle, and we want Germany punished for what she has done in this war.

I want to add, too, that punishment should be meted out according to the rules of justice. I sometimes hear soldiers say, "I want to go into Germany and destroy everything in Germany." I must say, gentlemen, that I do not like that spirit. I hope that our soldiers will never do what the Germans have done to France, and if we should go into Germany, we will follow all of the time the rules of nations who have fought for justice, but at the same time, I do not know how it may be done, but it should be done, and Germany should be punished for this war; and I, for one, am ready to give my life rather than to see Germany gain one cent, or gain one foot of ground out of this war. (Applause.)

What Liberty Loan Money Is Needed For.

Now, let me say one word more. Of course, you men who are here to-day know your duty, and I do not want to give you advice. But you are leaders in your community, and I want you to go back to your various communities and tell the people about this loan, the Fourth Liberty Loan especially. I fear that the people do not understand the meaning of this loan.

The money that is subscribed in this loan is largely to go for supplies and for shells for our guns, which, of course, means the lives of our men. You may not fully appreciate the import of these words, but I will tell you that I have seen battles where hundreds of thousands have been killed and injured, because we did not have all of the shells that we wanted. Do not let that be said again, that that occurred because you people did not do your full duty, those of you who are over on this side. If there was not enough money to purchase guns, airplanes and ammunition, it would mean the loss, perhaps, of hundreds of thousands of lives, and I tell you it is you who would be responsible for those lives.

We are not the only ones who are watching this loan. The German people are watching that loan very closely. They want to know what you, back here at home, think about the war, and they will draw their conclusion from the result of this loan. If this loan is not oversubscribed, they will conclude, as they will be justified in doing,

that you have not your heart in this war. I tell you also, that the boys in the trenches, if they see that the loan is not oversubscribed, they will ask themselves, "Are the people at home interested in this war?" These are very serious questions, and I give you those questions with all the feeling I have. I am simply expressing the thoughts of every soldier in the trenches.

Our Soldiers Are Best-Fed Men in Europe.

I am happy to say to you, inasmuch as your Association represents a large number of concerns who are vitally interested in the feeding of the soldiers in the trenches, I want to say to you that the men over there in the French trenches are the best-fed men in Europe. (Applause.) Outside of the time when supplies could not come to us, on account of barrage fire, I have not seen one single day that we did not have our provision of bread and meat to eat and I am glad to say, so far as the food was concerned,



B. W. CORKRAN, JR.
(Corkran Hill & Co., Baltimore, Md.)
Member of the Executive Committee.

that the soldiers never complain about it. I tell you, that is a great thing.

In conclusion, gentlemen, let me say that I expect to return back to my native land shortly, and when I do return, I want to take the word back to the boys that the people at home are backing them up, that they are willing to make any sacrifice that they are called upon to make, until the war is won as it should be won; and that your heart and soul is with them, so that the men who have shed their blood, and those who have given their lives, shall not have died in vain. (Prolonged applause.)

THE PRESIDENT: Next we will ask Mr. Gould to read the announcement of convention committees.

THE SECRETARY: The Resolutions Committee consists of the following members: General Michael Ryan, Cincinnati; James Craig, Jr., Detroit; Myron McMillan, St. Paul; Fred Krey, St. Louis; A. T. Rohe, New York.

Auditing Committee: E. H. Uhlmann, Chicago; C. M. Aldrich, Nebraska City, Neb.; F. M. DeBeers, Chicago.

Obituary Committee: J. J. P. Langton, St. Louis; H. L. Harris, New York; Asa Davidson, Chicago; R. W. Decker, Mason City, Iowa; J. J. Dupps, Cincinnati.

Nominating Committee: Walter Miller, chairman, Chicago; A. E. Eberhart, Austin, Minn.; J. M. Danahy, Buffalo, N. O. Newcomb, Cleveland; Otto Schenk, Wheeling, W. Va.

THE PRESIDENT: The next will be a paper on "Packinghouse Operation Under War Conditions," by Mr. C. S. Churchill.

Packinghouse Operations Under War Conditions

By C. S. Churchill, Advisory Supt., Swift & Co., Chicago

Mr. Chairman and Gentlemen:

In the minds of those of us in the packing industry, there is no doubt that our business has faced more complex problems due to war conditions at home and abroad than almost any other industry. Neither is there any doubt that our industry has successfully met and solved these problems.

Prior to the war, the packing industry was a highly specialized one of great magnitude, made necessary by the many demands of the millions of population. It was a very fortunate thing for the Government, our Allies and the people of the United States, that the packing industry was so highly specialized in this mobile situation, because the demands made on it on account of the war, have called for a tremendous tonnage, and these demands have been filled promptly, both as to quality and quantity. When the industry has been asked to furnish a certain tonnage of product, it has been furnished on time and of the highest quality.

You can pick out no other industry in this country that has served our Government more faithfully than the one we represent. Our duty and our desire has been to help feed the armies and navies of this country and its Allies, and a large part of the civilized world. It is with pride that we review all that has been accomplished in this direction—pride that we are AMERICANS living in God's own country; also that this industry and its members, from the common laborer to the highest official, have done their full share towards helping to preserve that country and all free-thinking nations of the earth.

Public Little Realizes What Packers Have Done.

To my mind it is one of the regrettable things in our business that the general public realizes so little of the work that the packers are doing to help win the war. Most people know that we furnish meat and meat food products, but in my opinion not one person in a hundred has any idea that the packer goes farther than that.

As an example, we are furnishing a great deal of material for the manufacture of munitions; these materials include glycerine, potash and sulphuric acid.

In addition to this our sheep skins are being used to manufacture cold-proof coats.

Every pound of wool that we have is taken by the Government as fast as we produce it, and the price is fixed by the Government.

There isn't a pound of stock food manufactured today that is not being used to help win the war, because it goes to put weight on livestock that is badly needed by our soldiers and sailors.

The tons of fertilizer which we manufacture aid in growing more crops, that will be used later to feed more soldiers to fight the Hun. Glue has its uses.

Soap certainly is a big item. Albumen is another highly important product; it is now used in the construction of aeroplanes.

There are also many other products, too numerous to mention, not one of which, I believe, does not have an important place in the conduct of the war.

The plant operating part of this industry has for its duty the taking of livestock from the pens and delivering it in the form of finished and manufactured products to the consuming trade, at the same time delivering all these products in the best of marketable condition and in attractive form.

Plant Operation in the Packing Industry.

This sounds like an easy proposition, but many details enter into the consummation of satisfactory results—failure in any one of which may be fatal. Some of the chief details are as follows:

1. Departments and machinery and tools must be kept clean, sanitary and in good repair; for highest efficiency, also, the workmen must be neat and clean.

2. Temperatures must be watched carefully and the various degrees for different departments strictly adhered to.

3. Proper inspections and in many cases chemical analyses made to keep each separate product up to standard.

4. Products must be carefully weighed, check-weighed and packed.

5. Age limits must be closely followed, so that the consuming trade receive fresh and properly cured products at all times.

6. Loading and icing of cars for the perishable products must be followed very carefully, and the icing of cars followed through to destination, so as to insure good condition on delivery.

A product which is in demand by the consuming trade, to be readily salable must arrive at its destination in good condition. This should be our main effort and intention.

To have good food products we must have good working conditions, and we cannot have these unless we have good workers.

Labor Is Loyal and Is Highly Paid.

The war, if it has done nothing else, has been of inestimable benefit to labor and capital. You will notice labor is mentioned first—this has been after careful consideration, for labor has done and is doing its share in this war.

The laboring men know that this is his war, just as it is YOUR war and MY war, and he has buckled down to his task in a way that merits high praise. We, of Swift & Company, believe in giving credit where credit is due, and I want to say that our labor has performed cheerfully the giant tasks set for us by the Food Administration. No order has been too big, no job too overwhelming for them.

Recognition of this willingness and desire to serve has followed as a matter of course. Wages for male labor have advanced, and advanced rapidly, the increase totaling more than 100 per cent since February 1916. In the case of our female help the increase has been even greater; this help is now receiving 165 per cent more than it did in 1916.

These advances have been granted because of increased living costs and are in harmony with the spirit of the times. The net result, of course, is observable in the increased contentment among our employees.

The great business brought about by war demands has made it necessary for all of us to increase our labor forces. In our own case we have now approximately 100 per cent more employees than we had in 1916.

The Problem of Training New Labor.

Every employer of packing house labor knows what it means to break in new help, and when we double our forces we increase our troubles. The new workers, even if placed with an old gang, are not efficient until trained. When you add them by the hundreds, so that in some cases an entire gang will have only a few experienced men, your troubles are even larger. I've done it, though, and so has every one of you, and we got out our Government orders on time in spite of it.

This is a serious proposition, however, especially when we consider the strain on our trained forces made by the draft. These drafted men have been given up cheerfully, although their loss has been severely felt. I feel sure that most of us wish we could be with them. In our own concern we have asked, up to the present registration, just twelve exemptions, five in Chicago and seven at outside plants, and that is a mighty small percentage out of 60,000.

The percentage of men who have left our plant to join the colors is not a small one. Approximately 7,000 Swift & Company employees have dropped their work, whether in office, plant or branch house, and donned uniforms. Of this number some 2,000 are already across the seas, and they are doing their part in driving the Hun back to the Rhine.

The draft is no respector of persons, as you know. In addition to taking our common

help, it has called to the colors foremen, superintendents, department heads, and one of our Vice-Presidents—trained men, every one of them.

Thus the handling of the details of our business has grown more complex. It was difficult even in pre-war times to do all of the many things necessary to insure clean, sweet food products. It is much more difficult today, when our business has been doubled and in some cases trebled by war demands.

Other Problems Due to War Demands.

These war time demands have had their effect on our building program and have added greatly to the expense which we have assumed in order that none of our men, or the men of our Allies, should suffer because of failure to receive meat supplies.

The great distances which it has been necessary for us to transport our food products in order to get them to the men in the trenches have made necessary the freezing, rather than the chilling of the supplies. There were not



C. S. CHURCHILL
(Advisory Superintendent, Swift & Co.)

Speaker at the Convention.

enough freezers in the country to take care of the great stores of goods that our Food Administration ordered.

To overcome this, Swift & Company, as well as other packers in the country, have built new freezers, new buildings of every description for manufacturing and storage purposes, and this has been done at a cost of two and three times what it was a few years ago. The machinery and equipment necessary for these buildings also have been bought at prices three and four times higher than normal. One of our big problems of the future will be the present wartime cost of these investments.

Add to these present costs the doubling up on the price of coal, the higher prices for salt, boxes, barrels, casks—in fact, not a thing used in the packinghouse has remained at a normal price—and we have a condition that calls for the closest economies if we are to avoid showing a loss.

We have made every effort to observe all of our pre-war economies at Swift & Company, and to seek other methods of reducing cost wherever possible. I doubt if there is a packinghouse superintendent in the country who does not have constantly in mind the fact that he has to watch every detail if he is to avoid preventable losses.

Economics in Fuel and Refrigeration.

The use of steam and refrigeration, which has been watched closely, even in pre-war times, is attracting even closer attention now. This is necessary to secure lower cost and to prevent wasteful use and leakage. There is a double purpose in this, one being to secure the most economical operation pos-

sible, while the other and more important item is the conservation of fuel in support of the program of our National Fuel Administration.

Every labor-saving device is given careful consideration, and those of merit are installed. No leakage is too small, no waste too trivial to be checked up and stopped wherever it is found.

We always have endeavored to do this, even in pre-war days, which we then thought so beset with difficulties, but which today look so peaceful and happy in retrospect. But the watch kept at present is so much more stringent as to make these other times seem prodigally wasteful.

While I am discussing the care bestowed by us on our work and our economies, I want to pay a tribute to the devotion to duty of the men who work side by side with us in the packinghouses—I mean the inspectors of the Bureau of Animal Industry, and the inspectors who select and grade the meat for both army and navy.

It never has been my good fortune to work with and for better men. You know, we really are working for them at this time; that's our job, even though we draw our money some place else.

Why the Packer Appreciates Inspection.

I think that at the present time no man appreciates the double inspection that his products receive more than the packer. Not a can of meat food product; not a pound of meat can go forward to our soldiers and sailors until it has been passed by these two sets of inspectors, and has been OK'd by them as sound, sweet product.

In addition to the safeguard that this is to the soldier and sailor, it is a safeguard to us. It safeguards us from attack from those who, for their own personal aggrandizement or for other reasons, may seek to unjustly criticize one of the few industries that in the early days of the war, and up to the present time have continued to supply our Government with what it wanted, as it wanted it, when it was needed, without quibble as to price.

That is a record of which we should be proud, gentlemen. It demonstrates that we are doing—not our bit, but our full share toward winning this war, doing it cheerfully, willingly and because we are in this war to win, and to win, our soldiers must be fed, and fed with good food.

Election of New Members.

THE SECRETARY: The next item would normally be the election of members, but I will simply content myself with saying that since the book was published, which was rather recently, there have been elected the following members: The Corn Belt Packing Co., Dubuque, Iowa; the Butchers Packing Co., Cincinnati, Ohio; the American Packing Co., St. Louis, Mo.; the Hughes-Curry Packing Co., Anderson, Ind.

There are other gentlemen here whose applications are in, who will probably qualify and be elected. I will read their names: A. Loeffler Products Co., Washington, D. C.; Sterling Packing Co., Chicago; Union Insulating Co., Chicago; Pioneer Box Co., Crawfordsville, Ind.; Frank C. Reed, Philadelphia, Pa.; F. J. Benkart & Co., New York; Orangeburg Packing Co., Orangeburg, S. C.

In addition to those regular members, this is the place in your programme where honorary members should be elected. I believe last year, and some of the other years, you allowed that matter to go until later in the session. It really should be done now; perhaps it would be wise to start it now and finish it to-morrow, because it is getting a little bit late.

The only name that has come in so far to me in answer to the bulletin was that of Major E. L. Roy, of Cross, Roy & Saunders, who is doing his bit by working for the best interests of the Association in a big way. I would be very glad to receive other names, names of others whom you think would be worthy of honorary membership. If you think of any, I would like to get them before to-morrow, and we can act upon them then.

THE PRESIDENT: The next subject is "The Meat Supply as a National Problem."

October 19, 1918

by Charles J. Brand, in regard to which I believe Mr. Gould has some announcement to make.

THE SECRETARY: You know, when the secretary gets up with a telegram in his hand, instead of somebody else getting up, that there is some kind of an excuse coming, but this is one that I do not feel anyone could have presented. This is from our very good friend, Charlie Brand, who said that he would be here and that he would feel hurt if he was not invited. He wires to this effect:

"Regret that official business of unusual importance renders it impossible to meet engagement at Chicago, October 14."

Now, is there anyone in the room from the Bureau of Markets? There was something in a letter of his in regard to having his paper read by a delegate. While I have not heard from them, it might be that there is some one here. Is there anyone here from the Bureau of Markets? (No response.) If not, I feel that we shall have to pass Mr. Brand by for the time being.

THE PRESIDENT: That seems to conclude our programme, and I think that a motion to adjourn would be in order.

GENERAL RYAN: I move that we adjourn. (Upon motion, duly seconded, to adjourn the meeting, it was so ordered.)

Second Session

Tuesday, October 15, 1918, 2 P. M.

THE PRESIDENT: Gentlemen, I will call the meeting to order, and you will all please take seats up in front.

GENERAL RYAN: Mr. President, I would like to call your attention to the fact that the Committee on Resolutions have decided upon their report, and the gentlemen who are upon the committee, their names are here, Mr. Secretary. Will you read them?

THE SECRETARY: The personnel of the Resolutions Committee is: General Michael Ryan, chairman; Mr. James Craig, Jr., Detroit; Mr. Myron McMillan, St. Paul; Mr. Fred Krey, St. Louis, and Mr. Albert T. Rohe, New York.

GENERAL RYAN: With your permission the committee will retire now, for consultation.

MR. AGAR: I would like to have you remain here just a minute, if you please, General.

Gentlemen, I just came from a Liberty Loan Committee meeting, and I want to say that the response that the packers have made is wonderful. The packers make a wonderful response when we have anything like this loan proposition put up to us. In the Third Liberty Loan the Chicago packers' allotment was five million dollars. In this present loan it is eleven millions of dollars, and I want to say that the packers at the Yards have raised the eleven millions. (Applause.)

I am just trying to show you, gentlemen, what wonderful men I think the packers are, and those in the packing industry, and how, when an appeal is sent to them, and there is merit in the appeal, or the project, they are there from the tops of their heads to the soles of their feet. I have had some wonderful expressions on this proposition that I presented to you gentlemen yesterday in regard to the family of our beloved deceased secretary, and one after another, as they came and shook me by the hand, said: "Jim, we are with you, and we want to do something." Just now Mr. Krey has left me and he said, "Put me down for anything you think is right."

At the suggestion of our esteemed member, Mr. Walter Miller, who talked to me today about this, I have new ideas how to go about this. As you know, gentlemen, both as to the large and small packers, their dues in this Association are rated according to the amount of capital that the company is chartered under. He said that a good idea would be to offer a resolution, which I now do, that the dues this year be just twice what they were last year, the additional payment to be toward a tribute to George L. McCarthy.

A Memorial Fund for McCarthy.

I offer that as a resolution, gentlemen, and I would like to add that our worthy president appoint a committee, say of three gentlemen, to administer this fund. This money should be invested, put into some bank, whereby the widow may, as long as she lives draw the interest on that money. I offer that to you gentlemen as a resolution, and I would like very much to have it passed unanimously.

GENERAL RYAN: Mr. Chairman, and gentlemen, I take great pleasure in warmly seconding the resolution which has been offered by our friend, Mr. Agar.

MR. AGAR: Mr. Chairman, I would like to hear what Mr. Rohe and Mr. Cownie have to say.



ALBERT T. ROHE
(Rohe & Bro., New York)

Member of the Executive Committee.

GENERAL RYAN: Just a minute. I think that we ought to proceed in a dignified and orderly manner, because this gives every gentleman of the Association an opportunity to contribute to such a sum, and thereby show his respect to the memory of the deceased, and I therefore second Mr. Agar's resolution.

MR. COWNIE: I wish to say, on behalf of the Jacob Dold Packing Company, that they heartily recommend this resolution.

THE PRESIDENT: You have heard Mr. Agar's resolution, and I suggest at this time we have a rising vote upon it.

(Upon motion, duly seconded, a rising vote was taken on the resolution, and the same declared carried by the chairman.)

THE PRESIDENT: Is there any one here from the Bureau of Animal Industry?

DR. DAY: Are you calling for Dr. Mohler's paper?

MR. GOULD: Yes.

THE PRESIDENT: Gentlemen, I want to introduce to you Dr. Day, from the Bureau of Animal Industry.

Road to Berlin Begins in Packing House.

DR. DAY: Gentlemen, when I came into this room, one of the first things that attracted my attention was the large amount of paper distributed around on the chairs. Picking that paper up, I noticed that one of those leaflets said that "The road to Berlin starts in America."

I believe that is true; but I also believe that one of the great tributaries to that road starts in the various large packing centers of America. Without the manufacture of food, such as we are able to manufacture now, and without the concentration of animal products into centers, as they are at the present time, I dare say that it would be a

difficult task for us to gather up all the food so that we could transport it in the way that we are at the present time.

I was very much interested, some months ago, to hear one of the gentlemen, or a gentleman connected with a large packing plant here in Chicago, state that all of their contracts were going out and were being delivered ahead of time, so that, so far, there had been no trouble with reference to delivery of meat food products.

If matters with reference to furnishing meat food products were in the same condition in the United States that they were during the Civil War, when the meat industry was scattered all over the country, in various small places, I dare say it would be a superhuman task for us to gather up and get concentrated food that is necessary to send over across the seas.

I am requested by the Chief of the Bureau of Animal Industry to present his paper, "The Bureau of Animal Industry and the War." I presume it is not necessary for me to state to you that he would have been here had it been possible for him to do so, but owing to the extra amount of work just at this particular time, he found that he would be unable to leave his desk.

The Bureau of Animal Industry and the War

By Dr. John R. Mohler, Chief

The natural tendency in time of war is to concentrate attention on military achievements. We have reason to be proud of the splendid valor of our soldiers and sailors, and of the brilliant victories recently won on the fields of battle in France. We can also feel a just pride in the unprecedented record of our country in training, equipping and safely transporting across the seas an army of nearly two million sturdy young Americans. But when we divert our attention from the front, we realize that all of these splendid achievements have been made possible only through the efforts of the civilian population behind the battle lines.

Strong as the temptation may be to wear the khaki, many of us must remain at home to produce and conserve the essential supplies of warfare. The man who is producing grain, meats, wool, guns, shells, or ships has a right to feel that he has a personal share in the wonderful accomplishments of our navy in safeguarding ocean transport, in the glorious deeds of our army at the battle front, and even in the achievements of our Allies, whom we are helping to feed and supply, for without his support their success would not be possible.

Increased Livestock Production.

According to the Food Administration, the world decrease in livestock since the beginning of the war already amounts to more than 28,000,000 head of cattle, 54,000,000 sheep, and 32,000,000 hogs, and as the war goes on there will ensue a continued reduction of the capital stock of food-producing animals. This involves not only the world's supply of meat and dairy products, but likewise animal fats, industrial fats, wool and hides.

It, therefore, becomes essential for the future welfare of our country that our herds be increased, not only that we may meet our present-day problems, but that we may be in readiness to meet the enormous demands that are inevitable at the conclusion of the war. To this end the Bureau of Animal Industry has been and is bending all its energies, first, in encouraging the livestock raiser to increase his herds and flocks and their products, and second, in assisting him to conserve his animals after they have been produced, by keeping them from being decimated by disease.

Especially fruitful results have been obtained already in increasing the production of pigs and poultry. The campaign for pork production was planned for an increase of 15 per cent. in 1918 over 1917, to meet the needs as estimated by the Food Administration. The response of the swine raisers of the

country has been good and conditions have been favorable, and while the year is not yet closed the indications are that the desired increase will be realized, at least in weight if not in number of hogs.

The poultry campaign reached every part of the country and already has brought large results. The slogans "Hatch your chickens early" and "One hundred hens on every farm, one hundred eggs from every hen," have been followed to a noticeable extent. The same is true of the appeals to people in towns and cities to keep small backyard flocks, thereby utilizing table scraps for the production of poultry and eggs for home consumption.

People also have been urged to preserve eggs during the season of plenty, to be consumed in time of scarcity, and printed directions for preserving eggs have been circulated widely. It is known that an enormous quantity of eggs has been preserved by householders. Poultry raisers have been advised to produce infertile eggs so as to avoid losses from spoilage. The eating of more poultry and eggs has been encouraged so as to reduce meat consumption and release a larger quantity of meat for our soldiers and sailors and the people of the Allied countries.

Steps have also been taken to encourage the growing of cattle and sheep, but results are naturally slower with these animals than with hogs and poultry. In the fall of 1917 the Bureau aided in saving about 150,000 head of cattle which were transferred from drought-stricken areas in Texas to States lying to the east where feed was plentiful. Similar work is being done this year.

As the dairy industry of the United States is being called upon more and more to shoulder the burden of supplying the world's needs for dairy products, the Bureau has endeavored to bring about an increase in the output by means of more and better cows, better methods and practices, and the extension of the industry. Special efforts have been made to maintain and if possible to increase the size of dairy herds. The consuming public has been impressed with the vital properties of milk and its products and has responded heartily to appeals to use dairy products well and wisely but without waste.

Continued encouragement has been given to the development of the dairy industry in the South and in the West and to the organization and operation of cheese factories in the mountainous regions of the South. Printed matter pointing out the value of cottage cheese as a food and telling how to make it has been issued in large editions and widely circulated. Specialists have been sent out in cooperation with State extension organizations to encourage the production and consumption of cottage cheese and to demonstrate how it is made and the various ways in which it may be used satisfactorily as a meat substitute. This work has led to the greater consumption of cottage cheese and the release of quantities of meat for shipment overseas.

Overcoming Animal Diseases.

The campaign for greater production is closely interlocked with the control of animal diseases. Since we entered the war, the Bureau has redoubled and extended its efforts in fighting the maladies which keep down production.

The most striking example of what has been and what may be accomplished in the systematic stamping out of animal diseases is the campaign for the eradication of the Southern cattle ticks. In a little more than ten years, the area infested by these ticks has been reduced from 728,565 to 349,253 square miles, the area freed from ticks amounting to 379,312 square miles, or 52 per cent. of the whole. During the past year alone more than 70,000 square miles were released from quarantine. The ticks are eradicated by the systematic and repeated dipping of the cattle in an arsenical solution.

The cost of eradication has been found to be from 18 to 50 cents per head of cattle, while the increased value of each animal is greatly in excess of this, one inquiry having resulted in an estimated average increase of \$9.76 per head. The work is now being

prosecuted on a larger scale and with more vigor and general co-operation than ever before, and it is reasonable to expect that more rapid progress will be made within the next few years. The success of this work not only stops losses caused by the ticks, but enables the country to increase and extend the cattle industry, with increased production of meat and dairy products, and with great benefit to general agriculture.

Hog Cholera.

Hog cholera has doubtless caused heavier losses than any other single disease. The annual loss varies greatly from year to year, but has been estimated to average \$40,000,000. A few years ago, after many years of scientific research, the Bureau of Animal Industry succeeded in preparing a serum which would protect hogs against this disease. Field experiments have demonstrated that this serum gives practically absolute protection to hogs that have not already contracted the malady, while it greatly reduces the losses

light-weight hogs sent to the markets were slaughtered, and the pork which they would have produced had they grown to maturity was lost. Some of these were young sows suitable for breeding, and their potential breeding value was lost also. After the serum treatment against hog cholera became available the Bureau allowed swine to be shipped from public stockyards for feeding or breeding purposes after being given the serum treatment and held in the yards twenty-one days, this period being reduced later to fourteen days.

At the beginning of the present year the regulations were modified so as to allow the shipment of hogs three hours after vaccination, to points in States which have regulations requiring that such animals be held in local quarantine until twenty-one days after treatment. The effect of this new order is seen in a large increase in the number of stocker and feeder hogs. During the fiscal year ending June 30 last, more than 250,000 head were immunized under Bureau supervision and allowed to be shipped out. Their average weight was approximately 100 pounds. It is probable that practically all of them were returned to the markets later at an average weight of 250 to 275 pounds, thus representing an increase of about forty million pounds of pork.

Tuberculosis.

Some progress has been made in the past in the suppression of tuberculosis by the systematic use of tuberculin in testing dairy herds and by the elimination of the diseased animals, but it is only recently that such work has been taken up in a large way.

In cooperation with State authorities and livestock owners, a campaign has been undertaken in forty States along three lines, namely: the eradication of tuberculosis from herds of pure-bred cattle, the eradication of tuberculosis from circumscribed areas, and the eradication of tuberculosis from swine. In the beginning, the efforts are being concentrated on the first project, since the pure-bred herds are the foundation of our breeding stock.

A plan which was adopted in December, 1917, by the United States Livestock Sanitary Association and by representatives of breeders' associations, and approved by the Bureau of Animal Industry, has been put into operation with the cooperation of a large number of herd owners. With the consent of owners the herds are tested with tuberculin, and any diseased animals found are removed and the premises cleaned and disinfected. Subsequent tests are made at proper intervals. By this means, there is being established a list of pure-bred herds of cattle from which persons may buy breeding stock with reasonable assurance that it is free from tuberculosis. The first list, giving the names of more than two thousand herd owners, was recently printed and is now being distributed.

The 1919 agricultural appropriation bill just passed by Congress contains an item expected to be of great importance in the campaign to eradicate tuberculosis. It provides that the Federal Government shall pay indemnity to owners whose cattle are slaughtered because they have been found infected with that disease.

The Department of Agriculture is to pay one-third of the difference between the appraised value of the cattle and the salvage value of the slaughtered animals, provided that the State, county or municipality in which the cattle are owned and kept is cooperating in the tuberculosis work and pays at least an equal amount to the owner. In no case is the Federal Government to pay more to the owner than is paid by the State, county or municipality. No payment by the Federal Government is to be more than \$25 for any grade animal or more than \$50 for any pure-bred animal, and no payment is to be made unless the owner has complied with all quarantine regulations. This provision is expected to remove much of the opposition among cattle owners that has hindered tuberculosis eradication work.

Tuberculosis also affects hogs to a considerable extent, as meat packers have learned



DR. JOHN R. MOHLER
(Chief, Bureau of Animal Industry, U. S. Dept. of Agriculture)

Whose Paper Was Read at the Convention.

in herds in which the disease has already appeared.

The present methods of control by farm sanitation, quarantine, and the application of anti-hog-cholera serum have met with marked success in reducing and preventing the disease and in increasing the production of pork. In three counties in which experimental field work was carried on the loss per hundred was lowered in three years from 28.4 to 1.7, while production was increased by more than 75 per cent.

Data compiled by the Department of Agriculture show that the losses from hog cholera in 1914 amounted to \$75,000,000, while for the year ended March 31, 1918, they were but \$32,000,000, a reduction of more than 50 per cent. in less than five years. Reports from inspectors indicate that there has been a further reduction since the last estimate. Stated in another way, the country-wide death rate from hog cholera in 1917 was but 42 per one thousand, the lowest in 35 years and a wonderful contrast to the 144 per thousand in 1897 and 118 per thousand in 1914.

The protective serum has been used at public stockyards during the past year as a means of greatly increasing the number of stocker hogs and thus adding materially to the output of pork. For some years the Department of Agriculture prohibited the shipment of hogs from public stockyards except for immediate slaughter, because the indiscriminate traffic in stockers and feeders had been found to be a factor in the spread of hog cholera throughout the swine-raising sections.

The effect of that prohibition was that all

to their cost. Hogs usually contract the disease from cattle either by being fed upon milk containing the germs of tuberculosis or by following tuberculous cattle in the feed lot. Raw skim milk returned from creameries to patrons and fed to pigs is a prolific source of the disease in swine. The danger from milk may be overcome by pasteurization, which should be required at creameries. The farmer, however, can avoid danger by cooking all milk not known to have been pasteurized or to have come from healthy cattle, before feeding it to hogs.

The Bureau has endeavored to reduce and prevent losses from tuberculosis in hogs by circulating printed matter telling farmers how to deal with the disease and showing them that it is to their interest to prevent it.

Other Diseases.

Larger forces and greater efforts have brought further progress in the eradication of scab of sheep and cattle. These diseases now linger in only a few small portions of the country. Greater efforts have been put forth also to control, reduce and prevent blackleg, anthrax, dourine, hemorrhagic septicemia, contagious abortion, plant poisoning, and other causes which operate to reduce livestock production. Losses from influenza or shipping fever of horses have been greatly reduced. The Bureau has kept constantly on the lookout for possible new outbreaks of foot and mouth disease and has investigated many suspected cases but fortunately with negative results.

Wholesome Food for Our Soldiers and Sailors.

The Bureau of Animal Industry is co-operating to the fullest extent with the War and Navy Departments in providing our military and naval forces with an abundant supply of good food and in protecting them against unwholesome products. The Federal meat inspection has been extended to include the special supervision of the meat supply of the American army and navy.

Following our entrance into the present war, the Secretary of War and the Secretary of the Navy requested the Secretary of Agriculture to assign meat inspectors to the various cantonments, training camps, forts, posts and other places where large numbers of our boys were in training. This followed similar service by Bureau inspectors when American troops were mobilized on the Mexican border in 1916. Sixty-nine inspectors of the Bureau of Animal Industry are now with the army and thirty are with the navy. The Bureau men are inspecting, selecting, and handling meats and fats for military consumption, and the operations are under supervision from the time the live animals are driven into the slaughtering shambles until the finished product is delivered in good condition to the mess cooks.

The army gets its meat from two sources—from the Quartermaster Corps and from private concerns. All eats supplied by the Quartermaster Corps are prepared in establishments operated under Federal inspection, and the majority of these products are further inspected in these plants by meat inspectors assigned there for the purpose. Examinations made by inspectors at points of consumption are to detect unsoundness which may have developed after the products left the packing house and to determine whether they comply with specifications and contracts. Inspectors also advise Quartermasters with regard to proper storage and handling of meats, keep these officers informed of the supply on hand, make sure that the oldest packs are issued first and assist in other ways to prevent loss from deterioration.

Troops must purchase in the open market fresh meat and meat products, other than fresh and frozen beef and mutton, because the Quartermaster Corps does not carry them. Thorough and efficient inspection of these products purchased locally for food in the kitchens is of more importance than the inspection of the meats furnished by the Quartermaster Corps.

For the navy only "U. S. Inspected and Passed" meat and meat food products are purchased, and these must be inspected for

specifications in the packing plants by inspectors of the Bureau of Animal Industry, except at the Chicago plants, where the navy has its own inspectors. The organization of the navy does not make local purchases, because the Supply Division of the Navy Department furnishes all goods. The Navy Department desires the Bureau's inspectors to conduct all re-inspections at receiving points.

Inspection for the navy is not confined to meat and meat products, but includes other provisions, such as poultry, fish, oysters, clams, butter, eggs, cheese, fresh fruits, and fresh vegetables. Butter packed for the navy is made under the supervision of the Bureau of Animal Industry. This year the contracts call for more than eight million pounds. The butter is made from pasteurized sweet cream and is of high quality, uniform grade, and good keeping qualities.

Because of the possible addition of harmful substances to meat products prepared for mili-

feeding livestock, of materials that can not be used for human food.

Three hundred and fifty-five of the Bureau's employees have entered the military service. Many of these have gone into the veterinary and sanitary corps, and others have become artillery, cavalry, infantry, or naval officers. A much larger number have resigned to accept more lucrative employment in the industrial world. These losses have handicapped the Bureau's work, yet the zealous and faithful service of those who have remained, with the addition of new members to the force, have made it possible to meet the increased duties.

Helping in a Big Job.

In the tremendous task of provisioning the military forces and civilian population of the United States and its Allies in the great war, and at the same time helping to meet the needs of neutral nations, the American livestock and meat packing industries have had a very large and important share. They are among the bulwarks of the nation in these times of stress and need. Not only are they indispensable factors in the winning of the war, but their efforts must continue without abatement if a hungry world is to be fed during the period of reconstruction that is to follow. (Applause.)

THE PRESIDENT: Is Mr. J. H. Mercer here? If he is, will he be kind enough to say a few words?

MR. F. R. BURROWS: Mr. Mercer is one of the largest producers of livestock in the west; also secretary of the Kansas Livestock Shippers' Association. I thought that you might all be interested in hearing a few words from him.

Words From a Livestock Producer

MR. J. H. MERCER: Gentlemen, I am not very easily carried off my feet, and I do not get confused very easily, but I will admit that I am in a sort of a position that Eddie Morris was one time over in Kansas, although it might be a little different here, so far. I remember that he had the nerve, on a certain occasion, to come out in front after they had been handing him some pretty hot shots, he came out and stemmed some of the tide, and said what he wanted to say. While there have been no hot shots handed the class of people I represent, yet, at the same time, I realize I am in a class of people, who, for some time back, for quite a long while, there has been quite a chasm, so as to speak, between you and them.

For me to discuss our side of this problem, of course, in order to do that competently, I would have liked to have had more time than the short notice I have been given here. I want to say to you people just one or two things for your consideration. You are practically all strangers to me, except one or two faces, but I assume I am talking to representatives of the packing industries of the country.

I stand here as a representative of the producing interests of the country, without whom your business would not amount to anything. There ought not to be any contention existing between the men who are engaged in the same business, connected with the same industry, that you men and the producer are interested in.

I want to leave this thought with you. I will not go into a discussion of the things that have come up in the minds of the producer in the country, but, gentlemen, I want to be serious with you and tell you this, candidly—and I am speaking now to the strong institutions that are interested in the packing business—that there is existing in the minds of the producers of this country, especially of the West, that the packing industries of this country are not treating fairly the producers of livestock in this country.

Packers and Livestock Men Should Get Together.

There are conditions that are continually coming up, and being agitated by men, and by the press at times, that warrant some of the thoughts, that there is a condition that is



JOHN J. FELLIN
(John J. Fellin & Co., Inc., Philadelphia)
Member of the Executive Committee.

tary use, inspectors stationed at official establishments are required to collect and forward to the meat inspection laboratories for chemical examination representative samples from every batch of food products prepared for the army or navy. The analyses of these samples are given precedence over all other work, and include an examination for adulterants and chemicals, especially poisons.

Other War Activities.

Time will not permit more than the briefest mention of other activities of the Bureau of Animal Industry in aid of the prosecution of the war, such as the monthly production of three hundred to four hundred thousand doses of mallein for the use of the army in testing horses and mules for glanders; the study of the question of the salvage of sugar, saltpeter and salt used in the curing of meats; investigations to procure a substitute for edible lard oil to be used in the industries; the analysis of various articles found in stockyards and other places to determine whether they are infectious or carry poisonous substances; investigations for the production of casein from milk for making waterproof glue for use in the manufacture of airplanes; cooperation with the War Department in breeding horses for the army; the campaign to increase the leather supply by urging greater care in the skinning and curing of hides; cooperation with the Public Health Service in obtaining sanitary milk for army cantonments and naval stations; supervising the importation of cattle from Mexico, Central America, and adjacent islands, so as to guard against the introduction of diseases while adding to our meat supply; and encouraging the use, in

the manufacture of airplanes; cooperation with the War Department in breeding horses for the army; the campaign to increase the leather supply by urging greater care in the skinning and curing of hides; cooperation with the Public Health Service in obtaining sanitary milk for army cantonments and naval stations; supervising the importation of cattle from Mexico, Central America, and adjacent islands, so as to guard against the introduction of diseases while adding to our meat supply; and encouraging the use, in

not altogether right. It must be understood that for your business to prosper, the men of America who produce it from the fields must prosper.

Therefore, in my opinion, the closer you understand each other, or the closer we all understand each other, the better it will be for all of us. And if we, as producers, are wrong in some of the positions we take, I want to say to you men that I have never known any great amount of energy on your part to alleviate that condition.

It might be said the same about our side, but I want to take this much credit unto myself: that back in 1916, when this question was being agitated severely in this country, I had the nerve to invite every packer in Chicago to come down to Kansas to meet some of the men who were shipping you live-stock every day, and I am glad to say that the most of them came. From that time on, so far as our organization is concerned, there has never been a meeting or an annual gathering but what some of the packers were invited to come down there and discuss these problems which concerned us all.

I am just dropping these thoughts hurriedly because at the time I was called upon to speak I had not intended to tell anything to this distinguished assembly.

I am glad I am here. I am sorry I could not be here earlier in order that I could have heard you in all of your deliberations; to hear all that you have had to say, and I regret that I will not be able to stay and hear what you still have to say during the rest of your sessions. This is the first time, gentlemen—and I am not a young man—I have been in the livestock producing business for thirty years, not as the gentleman said, on a large scale, but on an ordinary scale. I have been a feeder and maker of beef and pork, not a breeder.

At times, I have had my own thoughts about the men I shipped my stock to, and also of a lot of things that ought to be right. I have never hesitated, in the past four or five years, to tell them about it, and I have tried to present it to you in a gentlemanly way. I tried to present the situation that is out on the farm, the thoughts that are in the minds of the men who are producing the stock that they ship to you. I say to you that until we get that feeling eliminated, and until we understand fully more about each other's conditions, things are not going to continue right.

Deplores Fluctuations in Livestock Prices.

I am not going to get up here this afternoon and say to you people that you are not treating the producer right, because you might answer me and give your reasons why you are doing the way that you are. I am going to say this, and I want you to think it over seriously; that there is something wrong, not whether it is you, or what it is.

That a condition should exist in this country that allows one of the main foodstuffs of our lives to depreciate in two or three days from one to three dollars a hundred is preposterous. How could you expect the fellow out here on the farm, who don't know very much, except to work along the farm and ship his stuff in, how can you expect him to come in this week and get, we will say, fifteen dollars a hundred, and then come back the next week and only get eleven or twelve dollars a hundred, without getting exasperated?

Now, I believe you can help right that sort of a condition, which you know is wrong, and which is the reason there is so much contention. I don't know whether you are responsible or not. I am not charging you with it, but it exists, and I presume you know it. If you can help work that out, by coming in closer contact with us, we will meet you half way and help you in every way that we can, in order that this condition may be eliminated. Until something of that kind is done, I am frank to say to you that you are not going to get the uniform support of the men who are producing the hogs and the cattle of this country.

I do not suppose you care particularly about a talk of this kind, but I am just dropping a few of these thoughts as they occur to

me, hoping that they may bring us closer together. I am glad to meet you and I want to extend to you all now an invitation to come down into Kansas, the best State in the Union, of course, and meet the best people in the best place. I thank you. (Applause.)

THE PRESIDENT: The next number on our programme is an address on "The American Meat Packers' Association at Washington," by Judge A. B. Hayes, counsel to our Association.

The A. M. P. A. at Washington

JUDGE HAYES: Mr. President and gentlemen of the Association:

I have been very considerably interested in listening to the proceedings of this Thirteenth Annual Convention of the greatest industry in the world, and throughout the entire proceedings, in the addresses which have been made, in the committee reports which have been read, there is something which is of a



ARTHUR B. HAYES
(Counsel to the Association)
Speaker at the Convention.

natural and predominant note of American patriotism.

When this country entered the war, this great world conflict, a year and a half ago, no nation was ever confronted with such serious and complex problems as confronted this nation at that time.

Great armies had to be raised from the mass of the people; means had to be provided for raising those armies, and when they were raised, they had to be supplied with guns and ammunition, with clothing and with food to sustain them when they entered the conflict.

The work which this Government undertook, the forming of these armies, was but a small part of the work which had to be done. Equipping them and providing them with supplies, including food, presented such problems as never before confronted a nation in the history of the world. I want to say to you that this Government has met the task which confronted it splendidly, and, above all, I am proud to know that I am connected with an Association that, above all other industries, has met the situation with 100 per cent. efficiency, showing that the members of this Association are 100 per cent. American citizens. (Applause.)

An Industry Which Has Done Its Duty.

There is no industry in this country, in fact, there is no industry in the world, that I know of, that is subjected to such minute, careful Governmental supervision as is this industry. In addition to that, there is no industry in the country, or in this world, that has been subjected to so much criticism, uncalled for and unjust. And yet, in spite of all that, in spite of the fact that the demands which came upon this industry were five and

ten times greater than before, this industry arose to the occasion, and today is doing its duty nobly to its country.

I recall that incident which happened in a crisis of English history, at the time when Lord Nelson headed the British navy. At the time of the battle of Trafalgar, he called his men about him on the deck of his vessel and said to them, "England expects every man to do his duty." Two or three years ago the great, throbbing, pulsating, beating heart of civilized humanity flashed the message across the ocean, "The civilization of the world expects America to do its duty." Then, from the central government of this country, the sympathetic wires of human intelligence flashed the news to every American heart, "The United States Government expects every man to do his duty."

And the response has come nobly, and the men are in the front trenches and they are fighting your battles and my battles. They are fighting the battles of civilization. But behind the front line of battle there has been raised up a second line of battle, the producers and manufacturers of this country, without whom the boys at the front would suffer immediate defeat. Today the civilized world, especially this country, is going into facts. The Allied forces are pushing their victorious way, mile by mile, into the German ranks, and the message has gone out from the United States Government at Washington that the war shall not end until there shall be unconditional surrender. (Applause.)

A few days ago in New York there was a regiment of negro troops who went down from the Northern camps to embark on a ship, and one of the boys, a great, big, six-foot, black boy, walking down the street in his uniform, was met by a cheerful-looking gentleman who said to him, "My boy, you appear to be on the point of embarkation for the other side." "What is that, sub?" The cheerful gentleman said, "You seem to be about ready to sail for France, and you will soon be in Paris." The darkey said, "Boss, you have got the wrong idea. We ain't goin' to Paris; we're goin' to Berlin; we ain't even goin' to think of Paris!" (Laughter and applause.)

From the message that has gone forth from the President of the United States, within the last twenty-four or forty-eight hours, the world knows, and Germany knows and realizes, that the American people, as a whole, are made up of that same kind of stuff, just as that nigger was.

Work of the Counsel in Washington.

Now, I want to give you a little something along the line of real business, pertaining to the office you have seen fit to give me in this Association, and also regarding my work at Washington.

Now, the work of the Counsel for this Association embraces a number of things, regarding which I believe the great majority of the membership of this Association are unacquainted. Here are the things which the Counsel of the Association is employed to look after in the city of Washington.

1. Advice on all matters pertaining to Interstate Commerce, rates, classifications, rights, remedies and methods of procedure.

2. Advice upon all matters coming under the jurisdiction of the Federal Trade Commission.

3. Advice as to questions arising under Federal taxing laws, as pertaining to this particular line of business.

4. Information from every department of the Government which concerns the conduct of the business, either export or domestic.

5. Appearing before the Bureau of Animal Industry of the Department of Agriculture on all rulings or matters affecting the trade, as a whole, as well as affecting each individual packer.

In order to perform these duties, the counsel of the Association must necessarily keep in close touch and communication with every branch of the Federal Government which has to do in any way with the business of supplying the American public with meats and meat food products.

Up to within the last two years the chief work of counsel has been to appear before the officials of the Department of Agriculture in regard to rulings or regulations affecting the trade at large, as well as the rulings or interpretations of local officials, affecting the operations of individual plants. But since that time the duties of your counsel, as well as of your secretary, have multiplied many fold, because so many departments, bureaus and divisions, and committees and sub-committees of the Federal Government have had to do with some phase or another of this business. And during the continuance of the war, and of the activities incident to the closing of hostilities, whenever that may come, the activities of these various governmental agencies will continue, entailing much work, and of the most careful and thoughtful kind, upon all the officers of our Association.

Members Not Taking Advantage of Counsel.

I feel very strongly, and I know from experience, that the individual members of this Association are not taking advantage of their rights and privileges, nor securing the advantages which the Association offers them in a purely individual service.

Each one of you knows his own difficulties and perplexing problems, and each one, upon reflection, can see for himself what he has missed and is missing, as the result of his own neglect to use the Association on matters on which he has the absolute right to counsel and advice and representation.

As illustrating the character of the work done in Washington, a few instances will be sufficient. These instances are gathered from actual letters of request, and are actual work which has been done. You gentlemen can fit these into your own line of business, and see, possibly, where some question may arise in which you are interested and on which you might want to ask the advice of counsel, or secure information.

Individual complaints regarding the local rulings or interpretations of general rulings and regulations by the inspectors in charge have been referred to the secretary, and by him to the counsel for adjustment with the Bureau of Animal Industry, such as the absence of the inspector at the proper time for loading cars; the presence of watch dogs in plants; insolent demeanor of inspectors; condemnation of parts of animals; changes in building construction; disposal of sewage; disposition of condemned parts; the proper trimming of heads and other parts; the extent of waste caused by lesions; new labels for approval and the use of stocks on hand of old labels; the labeling and marketing of parts adjacent to tubercular lesions; the use of recognized beneficial agencies to prevent deterioration; suggestions for food conservation; the interstate transportation of inspected meats from uninspected branch houses; oleo manufacture and use of materials; stock yard and transit feeding and watering of stock, and scores of other matters.

What the Counsel Can Do for Members.

Many matters of general and individual interest have been taken up with the law division and Bureau of Chemistry of the Agricultural Department.

In the railroad line, scores of letters of advice and information have been sent individual members as to loss and damage claims, feeding in transit; refrigeration or icing in transit; rates of transportation; routings of cars; refrigerator car per diems; return rates for refrigerator cars when returned out of line; sheep and hog single and double deck cars; demurrage charges under the old and new rules; average agreement rules; switching charges; responsibility of carrier before and after bill of lading issues; ownership of goods under straight and order bill of lading and the proper party to make and prosecute loss or damage claims; the jurisdiction of the courts and of the Interstate Commerce Commission, and power and limitations of the Federal Railroad Administration; private and teamtrack deliveries; export free time; store door delivery, and dozens of other matters which continually arise in the daily routine of the trade of shipping meat.

In those governmental departments, bu-

reaus, divisions, and committees, which have had to do with the meat trade, by reason of the war situation, many questions have arisen which could not be answered from any legal precedent, but only after full and free discussion and argument with the authorities, whose *ipse dixit* became the law, because of the necessities arising from the situation. But these discussions and arguments, with the presentation of facts, undoubtedly modified many decisions and rulings which otherwise would have gone into effect to the injury of the trade.

Members Have Right to Personal Service.

The one particular thing, however, to which I wish to call your attention in this connection is, that so few of the members have taken advantage of the rights they have as members of the Association. Whenever any difficult or knotty question arises, whenever any information or advice is desired along any of

just suspicion—even, at times, by upright legislators and honest Government officials.

It would require volumes of print and days of time for me to rehearse the continuous, earnest, unostentatious work and the careful watchfulness of the officers of the Association, year after year, of which I have had close knowledge, and in which I have had a small part; work which has, time after time without number, resulted in good to the trade at large, and of which the individual members, often without knowledge, appreciating what has been done, have reaped the benefits.

Now, gentlemen, I will say what I am going to say carefully, and after long deliberation and consideration, and I say it, because, being located at the seat of Government, and having had long years of experience in Governmental affairs, as an Assistant Attorney General of the United States, I want to say this for your careful and earnest consideration.

Words of Warning for the Future.

We are now just entering a new cycle of public thought and opinion, where fundamentally different ideas are striving for mastery in the minds of the people; ideas and lines of thought and action which will probably divide even the old political parties, and which may mark a new era in political, social and business life.

This great world conflict has changed and will change present conditions, to what extent no one can now tell. It is the bounden duty of every conservative, patriotic American who regards the future welfare of his country, whether he be manufacturer or producer, or distributor or toiler with his hands, to study the signs of the times and to so act that the new era may not bring to this nation that danger and peril which will come if we depart from the firm foundation principles upon which it was founded and upon which it has grown to be the greatest, most powerful nation on earth. (Applause.)

This great industry, the men engaged in this great industry, have their duty to perform to themselves and to their country; first, their country, our country. In this coming new era, concessions must be made on all sides, in order that the pendulum of public thought may not swing too far either side of right and justice. And if this Association has done what it has in the past, and it has become a beneficial and necessary influence in the business world, it is a thousand times more necessary now, in representing the consensus of deliberate thought in one expression.

Your officers for the next few years will have no sinecures in their offices. They will deal with momentous questions, and the consideration of these questions must be approached with an intelligent knowledge of history and of the necessities, and with that conservatism and patriotism which the gravity of the situation demands. Unity of action, following a consensus of thought, is a mighty power.

Gentlemen, see to it that this Association continues to grow in its power to do good, not only in the individual details of your business, but to the great business as a whole.

As to a report of my work during the year, I can best refer to the reports of your various committees. I believe that no action was taken by the Association, either through its officers or committees, as to which I was not consulted, and in which I did not have a part.

I have attended to many matters for individual members, along the lines heretofore indicated, and the tangible evidence of my activities is a file of over 650 letters for the year. During many months of the year my time was almost wholly occupied with Association affairs. I am glad that I have been able to assist, to some extent, in the benefits which I personally know have come to the trade, by reason of the existence and efforts of the Association and its splendid corps of officers. (Prolonged applause.)

Testimony as to Value of Hayes' Work.

MR. ALBERT T. ROHE: I want to say that what you have just heard the Judge say



T. HENRY FOSTER
(John Morrell & Co., Ottumwa, Iowa)
Member of the Executive Committee.

these lines, whenever any difficulty with the Government appears in any form, or with any department, bureau, division or committee, it is your right, and not only your right, but your duty to other members, to consult with your secretary or counsel, in writing or in person. In no other way can the Association hope to be able to render its greatest good to the individual membership.

Now, while the Association has been of very great benefit to its members, in an individual way, and can be of much greater benefit if the members take advantage of their rights and opportunities, I want to impress upon the membership in attendance here today the fact, as I have observed it, from continuous association with you and your industry for eight years past, that the American Meat Packers' Association, in its work as an association, has been of incalculable value and good to the trade at large.

I have observed the workings of other associations, and I can say, without fear of successful contradiction, that this Association has been of greater benefit to the business than any other association has been to the general business of its members.

Value of the Association to Its Members.

And I say this with full knowledge that no other business in this country has been subject to such complete Government control as ours, and that the members of no other business line have been subjected to such unjust and unfounded abuse and calumny and vilification from political aspirants and their tools, and have been regarded with such un-

is not simply talk. I have sat alongside of him in Washington hour after hour, oftentimes into the wee early hours of the morning. He has been ready for work at any time.

I would suggest, if it is proper place to do so, that the secretary and the attorney get together and select that portion of this speech to be separately printed, and send it to each member of this Association, pointing out to them the advantages which they could derive from following the suggestions of Judge Hayes.

THE PRESIDENT: Do you make that as a motion, Mr. Rohe?

MR. ROHE: Yes, Mr. President.

GENERAL RYAN: Second the motion. (Upon motion, duly seconded, the motion was declared carried by the chair.)

THE PRESIDENT: The next number on our programme is a paper entitled, "Work of the Laboratory in the Meat Industries," by Dr. L. M. Tolman, Chief Chemist of Wilson & Company.

Work of the Laboratory in the Meat Industries

DR. L. M. TOLMAN: Mr. Chairman and gentlemen of this Association: If I had known that the programme committee was going to put me on right after Judge Hayes, I should have hesitated in agreeing to give such a prosaic talk as I will have to give in connection with laboratory work.

I used to be associated with Judge Hayes, and assisted him for a good many years. We decided at that time some very important questions. I was the chief chemist of the Bureau of Internal Revenue and he was the solicitor, and we were deciding such questions as what was whiskey, and whether or not renovated butter should be called process butter. On that, I think, we disagreed, and I do not think that we ever did get together on that. (Laughter.)

The Laboratory in the Packinghouse.

I will first take up the laboratory in the packing house. I was rather pleased when the committee suggested that I discuss this question, for the reason that I thought I could probably discuss it from a less prejudiced view than probably any of the other men in the packing house laboratory. I have only been connected with this line of work for a comparatively short time, and the work that has been done, the work of the laboratories, that is, the history of the laboratories, and the credit that shall come to them, I cannot claim. But I have had the opportunity, in the last fifteen years, in connection with the enforcement of the Food and Drug Act, and work of that type, and in my connection with the Bureau of Chemistry, to see the great fundamental work that was being done by these laboratories in the packinghouses.

As a matter of fact, anyone familiar with the progress of chemistry, and the progress of work in the food industries, must realize that the laboratories of the packinghouses have been the great leaders in this work. In recent years, we find the other lines of the food industry establishing laboratories, and we find during the past few years, the last four or five years, the great necessities that have been forced upon the industry by this war, have brought about, in a great many of the industries, a chemical control that they had not in the past. But the packinghouse was the prime mover in this line of investigation.

As a matter of fact, we find at the present time, in the last few years, that the chemist has been a very prominent factor in all of the work connected with the industry. Particularly true do we find this in the last few years in the food industry. The necessity for knowledge of operations, of knowing exactly what was being done, the necessity of knowing where our wastes were, all of these things have brought about in the last few years a very great change in the matter of the chemical control in the industry.

The Early Days of the Laboratory.

The history of the laboratory in the packing house has been, and is, very much the

same as the history of the packinghouse in its development. At the beginning, the laboratory was an analytical laboratory, largely for the purpose of the valuation of by-products, to help in the matter of buying and selling. And it was in the simplest form; it is the earliest form that the laboratory developed in any industry, practically speaking.

We find that the first demand for a laboratory in every industry is to give an analysis of the products that are sold or bought. But the laboratory, as it entered the industry, began the development of the by-products. We find that there is a distinct era, as you might say, in the packinghouse laboratory, where the by-products development began and progressed, and while it has done wonderful things, and while apparently it has not reached its end, still we can see, I think, a development of another line of chemical control in the packinghouse industry, in all food industries, and that is along the line of sani-

such a long list that I decided that I would not attempt to do it at this time, or even to give you a summary of the products which have been developed in the laboratories in the packinghouse, largely in cooperation with the operating department and the laboratory between. The laboratory finds that it cannot work without close harmony with the operating department, and the operating department finds that in the handling of the various products which they have to handle they must have the closest cooperation with the laboratory.

In connection with this by-products development, there has grown up in the packinghouses the control end of the work, and I believe that the proper consideration of the control end of the laboratory work in the packinghouse will show why the packinghouses at the present time are on such a strong basis.

When we consider the fact that almost every product is utilized and manufactured to its best finished product, and these finished products are developed by the cooperation of the laboratory and the operating department, we find that the packinghouse industry has developed a condition of scientific and accurate control that makes it one of the most efficient industries in the country today. It is just like it was a few years ago with the iron and steel industry.

It used to be the fact that a man trained by his eye could tell by the color of a certain steel the time to draw it from the furnace, and the handling of the furnace and the handling of the many operations depended absolutely upon the skill of an individual operator. But you will find today that this has all passed away; that at the present time the steel industry depends absolutely upon its laboratories for definite information as to just exactly when to complete an operation. We find that same condition is developing and is bound to develop in the food industry. We find it particularly well developed in the packinghouse industry.

Value of Scientific Control in the Packinghouse.

I could go on for a long time on this proposition of the value of control as applied to any food industry. I have been connected with the food industry, from the standpoint of inspection of it, for a good many years, and I have always studied it from the standpoint of the troubles that develop in the manufacture, and I have always been impressed with the tremendous possibilities of scientific and accurate control of the food industries.

As a matter of fact, most of the food industries, outside of a few, are not more than fifty years away from some woman's kitchen—some cook, with special skill, who started a particular line of industry, and that has developed along lines of some formulas and recipes without any real knowledge of the facts of the reaction, or of the changes that were taking place. So that, as I have told you, and said many times, it is the most wonderful field of operation for a young man, as a chemist, to go into; to go into this study of the scientific control, and the scientific manufacture of food products.

Now, I want to get along onto another line of discussion, which seems to me at this time more important than this discussion of the possibilities of the laboratory under control. I have been particularly interested in the development of what I might call, or what might be called, sanitary and scientific cleanliness. I had occasion, in connection with the study of the milk supply of the city of St. Louis, to look into the work that was being done along the lines of sanitary chemistry. One of the most important lines of work, and one which seems to me to be closely applicable to any handler of food products, and work that has been done in the handling of one perishable food product, I think, you can say is of immediate application to any other food product, because trouble and spoilage are almost fundamentally the same.

The Commercial Value of Sanitary Control.

I think that you will find, as we found in making our experiments at St. Louis, along



JAMES CRAIG, JR.
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Member of the Executive Committee.

tary control, and lines of study of the great problems of spoilage and their causes and the methods of prevention.

I cannot, however, pass over this era of by-products development without saying just a word regarding some of the things which have been developed. Although you are so closely connected with this industry, I doubt if many of you have a complete idea of the wonderful things that have been developed in the past fifteen or twenty years, largely in the industrial research laboratories of the great packinghouses.

Great List of By-Products Developed.

You are all familiar with the fact of the development of the ordinary products, such as beef extracts, and blood albumen and the development of their uses, and the refining of oils. All of that is common, and you are all familiar with it. But I think the most wonderful thing that has been developed in the packinghouse laboratories largely is this great line of pharmaceuticals produced from the various glands of the animals, from the stomach, and from the other organs, from the brain, from the nerve tissue, substances which have had a tremendous value in the present day medicines, and the uses of which seem to be just in the stage of beginning. I believe that the next few years will see the use of these glandular extracts extended far beyond even our ideas at the present time.

I tried to get together, in thinking over these things, what I wanted to say here today, to get a list of the by-products, but I found that to get a complete list of the by-products of the packinghouse industries would make

those same lines that Dr. North had brought out, that the difference in quality between a product like milk, handled in the ordinary methods of cleanliness, and handled by shipping in sterilized containers, handling it in sterilized utensils, was so marked that there was no comparison in the finished product at the time it was delivered for final consumption.

We carried on an experiment at St. Louis where we took the milk from one dairy and handled half of it in the ordinary method of cleanliness, which was as cleanly as is the ordinary conditions in a well-kept dairy, and in comparison with that we had a line of sterilized utensils from the time the milk was marketed until it reached the can and was shipped. The keeping qualities of those two articles of food was practically 1,000 per cent. different. You will find the same proposition applies to the handling of any perishable food product.

Dr. Pennington, whom perhaps you may know, of the Food Research Laboratory in Philadelphia, has done a lot of similar work of this same general type, particularly in the handling of poultry and eggs. One of the things that she has done, and one of the things which is the thing in my judgment that has general application, and which carries my thought and study farther, was in connection with the handling of frozen eggs.

A great many of you doubtless are more or less familiar with the proposition of handling frozen eggs. The eggs are eggs more or less defective; either they are dirty or cracked or something has happened to them; they may contain more or less eggs which are spoiled. Now, they found in the handling of such a product as that, it was necessary not only to have cleanliness, not only to sterilize their utensils and apparatus, which they use in the handling of the product, but they must avoid contamination of the products with other spoiled material.

That is another point which has, in my judgment, general application, and that is this: that a spoiled product will communicate its spoilage to other products. As a matter of fact, this question of spoilage fundamentally is due to bacterial decay or bacterial decomposition, and growth of organisms. It is wonderfully similar to the question of disease.

When we come to the question of handling a disease, especially a disease which is communicable, how do we attempt to control it? We attempt to control it by quarantine. We keep that product or that person who has a disease separate from others, so that they will not transmit it. Then we try to keep the disease from spreading further by sterilization, including all of the clothing, or anything that has come in contact with this person. And that is the thought that seems to me is a very important thought, in this matter of the handling of food products; that a spoiled product is a starting point for disease of other products. That is to say, considering the proposition of spoilage in the light of a disease.

Spoilage the Most Important Question.

I want to say just a word, in conclusion. It seemed to me, in looking over, in thinking about this subject, that this question of spoilage was a most important question that we had to deal with, from a laboratory standpoint, and that we had to deal with from an operating standpoint, and one that we had to deal with from a distribution standpoint, or from every other standpoint in the handling of the food products.

And it seems to me that while the laboratory in the past has been wonderfully beneficial to the industry, that the present day outlook for the laboratory, and the laboratory's greatest work, is along the line of this question of the study of spoiling and the finding out of the cause of spoilage, preparing methods for its prevention, especially at a time like this, when the conservation of every food product should be given greatest care, and when, as was well stated in an advertisement I noticed the other day, "Spoiled food is national waste."

In my judgment, the laboratory's greatest work, as I said before, is this question of

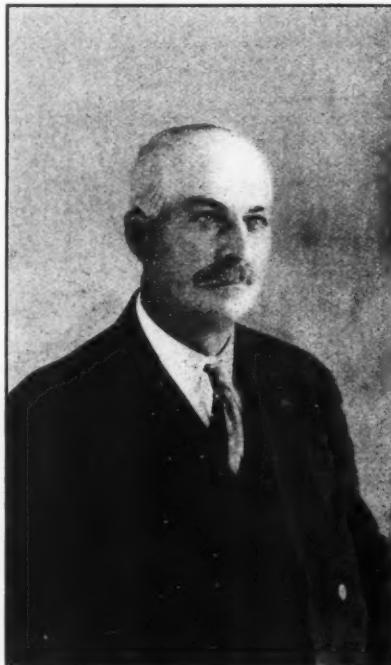
how to prevent spoilage, and to enable food to be prepared to be put into the hands of the consumer without deterioration. (Applause.)

The Retail Butcher's Point of View

THE PRESIDENT: The next on our programme is "The Retail Butcher's Point of View," which will be covered by Mr. John T. Russell, a former president of the United Master Butchers of America.

MR. JOHN T. RUSSELL: I want to say that I am going to detain you but a minute, because you all know that the retail butcher is the tail end of the class. You have heard from the producer; you have heard from the packer; now you are going to get a word or two from the retailer.

There has been some misunderstanding in former years as to the friendship between the packer and the retailer. We have smoothed out some of those rough spots, because we



JOHN T. RUSSELL.

Former President United Master Butchers of America.
Speaker at the Convention.

believe that the retail meat dealers' association, known as the Master Butchers, should work in conjunction with everything appertaining to the meat and livestock business that we thought would be good to the public of the United States.

In the first place, in organizing the butchers throughout the United States, it was done for the purpose of education.

Years ago 90 per cent. of the retail dealers did not know the first rules of figuring, as to what they could cut out of a carcass of beef, mutton or pork, and consequently a great many failures took place all over the United States. The wholesaler was the loser, and a great many people in the community in which that failure was made were losers.

I am glad to say here today that at our convention which we held last year, and which we told yearly, that while we cannot figure in as many systems or in as many ways as the packer does, we can say now that 95 per cent. of the retail butchers in the United States know exactly where they stand. Under these conditions, of the present high prices of meat, if that was not known, the retailer would exist but a short time. Failure would stare the packer in the face, or whoever sold the butcher his goods necessary to carry on his business, and he would have a hard time collecting what would be due.

Butcher Interested in Livestock Problem.

Another thing we have taken up for years is the production of livestock. For ten years this Association has hammered and hammered to have more livestock produced in this country. We have used every possible means and system that we thought would be proper. Our secretaries for years have notified the Governors of every State in the Union, and members of the legislatures, that we needed more livestock; that under normal conditions, livestock was going to be short; prices were going to be high, and the consuming public would have to restrict the eating of meat or quit eating it altogether.

We have suggested, at times, even that this Government go so far as to subsidize the poor farmer; that is, I mean the farmer who is set out on 80 or 160 acres of preempted land, but who has no means of buying stock, and very little means for existing if he has a failure of one or two crops; that this Government should subsidize this man in some way, so that we could buy a few head of cattle, sheep or hogs, raising these upon the roughage upon his farm, so that he would be in a position to sell to the feeder, and that would be of great assistance to all of us who are connected with the meat industry.

We have advocated further, and I have had some comment upon it, in regard to the inspection of livestock in the country. We know from experience, or at least I do, by having put in very near forty years around these stock yards, of what class of stuff is received here occasionally, diseased cattle, diseased hogs and sheep.

The Marketing of Diseased Animals.

Is there any man who professes to know anything about the stock-raising business who would allow that stuff to be sent from his farm and try to put the blanket over the eyes of the men who receive it at the stock yards or the Government inspectors who give it the post mortem examination? Is there any man who pretends to be a stockman who does not know at the time they are moved off from his farm and put onto cars, that they were not fit to eat, and that the place to keep them was on the farm?

This Government should have enough inspectors to ride the lines where stock is raised, with power to quarantine any place that has sickness or disease upon it. At one time I went further: that no railroad should be allowed to take that stock unless that inspector O. K.'d the health receipts before it was shipped.

I am not saying this to help the packers. I am saying this to help the retailer. I am saying this from a point to assist the public. All of that stock that is condemned, we know the cost of that is added, or should be added, to the lot that it came out of. And if I go upon that rail of cattle to buy what is necessary to furnish my markets with, as a rule. I will have to pay for those that went into the tank for condemnation. The packer may stand some loss, but he has to figure out some place to break even.

I believe in giving all the encouragement to the stock-raiser we possibly can. I believe, as Mr. Mercer says, that a stabilization of this market would be the grandest thing to effect; it would be better for him and his colleagues in the stock-raising business; it would be better for us, the retailers, than to stand one day buying at one price and the next day, when we go in to buy our cattle, hogs or sheep, and find a fluctuation of two or three cents either way.

Get Together and Stabilize the Market.

Stabilize this market. There is only one way to stabilize it, as I see. Let us get together. Let us have the Government assist us, if necessary, to stabilize the market. I realize, as Mr. Mercer says, it is a bad thing for the man who is producing this stock, to ship in at one time and receive a large price, go back to the country and come in again, probably making arrangements to feed some more cattle, or to buy some more to feed, and in the next lot have a big loss. It takes the very heart out of a man and he feels like laying down. But at the same time what is the packer going to do? He will glut the

market. Everybody wants to get to the market at the same time.

I have never found in this business that people were so damned generous that they would pay more for a thing than they had to. That is talking plain. I used to buy cattle in the country, and I know how it is. When the grass was tall and green and there was plenty of water running down the streams, I will tell you, I had to go up to the market or I could not get them. But if the streams were dry and the pastures were in poor condition, conditions were reversed. We went down to the country, the butcher had to come there and pick up the cattle.

The reason I have shown so much interest in this is because I have spent my life, practically, in the butcher business, in the cattle business. I drove cattle on the Texas range for a great many years. I drove them from very near the Gulf, clean across the Red River. I have ridden over the State of Texas from one end to the other. I have bought yearlings at four dollars a head, two-year-olds at five, and three-year-olds at from seven to nine dollars a head in the State of Texas.

But those were in the days when it cost nothing to raise cattle, practically. We boys at that time were getting three dollars a month and a piece of salt pork and a sack of flour, and we had to make our own biscuits. It practically cost nothing for feed, and that was the reason why cattle were so cheap.

But the range has passed. We must make arrangements now to get the cattle from the farms. The smaller farmer must be encouraged. All over this country there are many acres of land where they could breed cattle, and bring them up to the feeding stage and let some of the men in the corn belt do the figuring; send them into Chicago, or some other market, a market that they could depend upon.

Stabilize the market so that every man connected with it will be benefited; let us all get together along these different lines. I think that we can understand this if we will but listen to one another.

We, as retailers, have had many grievances with the packer. Many times we have stood our scorings and burnings. There have been a great many trials of that kind. They have given us a great many rubs. We should get together in stabilizing the prices, eliminating the gambling and the speculative element; eliminate the barnacles of legitimate trade and those things that creep into and get into all kinds and classes of business. Those men will have to look for some other kind of a position; they will have to comply with the late order to work or fight; they will have to do something legitimate to make a living.

Suggests Uniformity in Cuts of Meat.

Another thing I would like to take up here for a moment is the different cuts of beef and pork that are made throughout the country in the packinghouses. I think that a more uniform cut should be made.

For instance, the pork loin should be of one regulation. If lard is high, of course, we get lean pork loins. If lard is cheap, we get pork loins awfully fat; we get them so fat that every customer who comes into the store puts in a kick, and perhaps rightly so. If we could get a more uniform cut on everything, we would know just exactly where we are at.

The old buckeye ham or bulleye ham was cut square, with the fat trimmed off from it. Now, it is on the order of an English-cut ham. You flare it out with a flank on it, and you have some of the rump on it. I suppose if lard goes down any more, you won't trim the flank off at all.

But the point I am trying to make is, we should get a uniform cut. It will be better for all of us, better for every packer in the United States, and you will know where you are at. And so will we know where we are at. At least we will know where the profits are, if there are any!

Another thing I want to point out is the large amount of shrinkage. In buying a 250-pound barrel of pork loins, we are getting very little corn in them, and we can figure on from five to six pounds shrinkage, which at thirty or thirty-five cents a pound amounts to quite a little. The butcher has to go some

to make a profit. In fact, it is almost impossible to make a profit.

I just bring up these little ideas because I know that you are busy men and you do not have the time to consider, in the rush of your business, where this stuff goes to.

Previous to this war-time, nine-tenths of your product had to go through the hands of the retailer. That man had to stand at a counter and tell lie after lie to protect somebody else, and he was not interested in that thing at all.

The Position the Retail Butcher Is In.

You sell him a carcass of beef, and, of course, it is up to his judgment to buy the right kind, but he will slip sometimes, and I don't blame a good salesman in trying to slip it to him if he can.

If it weighs five hundred pounds, that poor innocent retail butcher has to tell five hundred lies to clean up that carcass at a profit. Then he has to look out for Mrs. Murphy on the next day; when she comes in she is liable to have a brick with her, and something is going to happen to the butcher.

Another thing that has come into effect lately is this return order. For instance, a packer sends out some goods which do not

the proper judgment and put up an order properly. But, nevertheless, when it is delivered to the retailer, he is in duty bound to receive it.

Now, they claim that that is saving goods, but I claim otherwise, because it sets there and the retailer will not touch it for two or three days, when they come and get it with the wagon and take the stuff back. At that time it is really only fit for tankage. It could have been returned the same day and perhaps utilized for food. It may have suited some other butcher, who could have sold it.

I do not know that there is a great deal more that I can say in regard to the retail dealer, only this—that since this war has started, since it has been necessary for the people throughout the United States to sustain this Government financially, that our end of it has been well taken care of.

I want to say that at the present time I am interested out at the Stock Yards as chairman of one of the wards to raise pretty nearly a million dollars from packinghouse employees. They have come across until it hurts, and hurts bad, and I want to say to you gentlemen that you should use your best effort to further the interests of the Government in this great loan drive.

Do all that you can to further this great undertaking. It is the best way to whip the Kaiser. If we do not put over this six billion dollar loan, it will be the laughing stock of that particular part of Europe. If we do not put it over, the arrangements for peace may be harder to make. If we put this over, and put it over the top good, it will give encouragement to our boys over there, to the boys who are doing the work. I have got two of them over there, and they are fighting like hell, and I sent to both of them a "plus" subscription, sent them their button and flag to where they are in the trenches. I thank you. (Applause.)

THE PRESIDENT: Now, gentlemen, the next is the unfinished business. Is there any unfinished business? If not, we will pass to the new business. Is there any new business? Is Mr. Whitfield here?

MR. WHITFIELD: Right here.

THE PRESIDENT: I believe you have a message to give to the packers. If you have, will you come up in front?

MR. WHITFIELD: I have been waiting for that message from the Yards, but inasmuch as I have not gotten it, I have nothing to say.

THE PRESIDENT: All right. Is there any other new business? Is Mr. Kitzmiller here?

MR. KITZMILLER: Yes.

THE PRESIDENT: Mr. Kitzmiller has something that he would like to explain.

MR. KITZMILLER: Gentlemen, I represent a clearing house who have an office in the city at the present time. For the past few weeks we have been preparing what we call our Food Administration Service. This service is similar to our War Tax Service, about which many of you know. We have prepared a bulletin, consisting of some two hundred and sixty pages, which contains all of the Food Administration laws, and the rulings are put down to the first of September, which I would be glad to explain to any of you gentlemen. I will be out at the door, and if any of you are interested, I would be glad to explain it to you.

THE PRESIDENT: Next we will have the report of the Resolutions Committee.

GENERAL RYAN: Mr. President and gentlemen of the convention, I hope that some doubting Thomases are satisfied now. We are pleased today to read the answer of our beloved President to the Kaiser's message. While it is couched in very beautiful and diplomatic language, it just suits the temper of the American people, for, analyzed down, it means nothing more or less than an unconditional surrender.

(Prolonged applause.)

A Telegram to President Wilson.

In line with that, Mr. President, here is a telegram that I wish to offer for concurrence in by the convention, to be sent officially from this body to the Honorable Wood-



E. H. UHLMANN.

(Chemical & Engineering Co., Chicago),
Chairman Auditing Committee.

qualify. He comes to my market, or some other retailer's market, and the teamster delivers those goods and insists upon you signing for it, saying that he cannot take it back until you report it to some Government official and get an order to have it returned.

Now, the other day there was an instance of some goods being shipped into Chicago, which arrived and were delivered, the express company insisting on having its receipt. The man did not desire to have the stuff in his house, but he was called up and they found out that he had received it, and that stuff laid over there on the north side in the butcher shop for five days, stinking and rotting. If the city health officer had come into his place he surely would have closed the doors and condemned it for being unsanitary. What are you going to do in a case like that?

Troubles With the Return Order.

Another time where it reacts is in a case like this. A great many retail dealers have not time to go to the packinghouses. They depend upon salesmen or upon telephone orders, or they depend upon the good-will of whoever may put up that order for them. In a great many cases they put it up with such help as you have at the present time.

I will give you an excuse to operate upon. I know that your help is bad. I know that you cannot get the kind of men who can use

row Wilson, President of the United States: "The American Meat Packers' Association, in convention assembled, join in the unanimous approval of the country at large in your firm and appropriate answer to the enemy with reference to the termination of the war.

(Signed) J. B. McCREA, President."

I move you, Mr. President, that that message be sent officially from this convention. Do I get a second?

MR. JAMES S. AGAR: Second the motion.

(Upon motion, duly seconded, that the telegram be sent to President Wilson it was declared carried by the chair.)

GENERAL RYAN: Now, gentlemen, I wish to present the report of the Committee on Resolutions.

Report of the Committee on Resolutions

Since the declaration of war with Germany, the American meat packers, in common with other essential industries, were actuated by a single purpose, paramount to all else, and that was to concentrate all their energies and the resources at their command in aiding our Government to win the war.

We call attention to the fact that in the spring of 1917, the situation of the nations which subsequently became our Allies might have been called desperate. The grain crops in this country were below the normal and our supplies of meat animals were meager, but England, France and Italy were woefully short of food of all descriptions. It was estimated that their stocks of provisions would not hold out for sixty days, and the murderous submarines were then becoming formidable.

It was not the hordes of victorious Huns those nations feared most, but the gaunt specter of famine that was daily becoming more visible. At that vital period our great nation came to the rescue, and had this action on our part been delayed two months longer, it might have been too late, and no one can say what would have happened.

Packers Responded to the Call.

Then it was that our Government called on the packers to prepare to supply our armies and those of our brave Allies with meat. The packers responded with cheerfulness and alacrity to the summons.

Other lines of industry which they had built up at a great expense previously, and only then were proving profitable, were at once abandoned, and all their efforts were concentrated on the manufacture of beef and pork only. Live-stock were scarce at the time, and very few arriving at the various stock yards, but the packers put forth their strong arms and raked the animals in, regardless of cost or condition, for meat was wanted above all else.

The great plants were put to their fullest capacity; the hundreds of thousands of skilled workers made full time and overtime; they worked night and day, Sundays included, and in shifts of eight hours; the new up-to-date machinery was run to the limit, and soon the cellars began to pile up with immense stocks of salt pork, and mammoth coolers to fill with thousands of tons of beef.

Then came the matter of transportation. Our railroads had about collapsed. This was before the Government assumed control, but the packers solved the problem with at least fifty thousand of their private refrigerator cars, splendidly equipped, and the empty ships in the Atlantic ports, one thousand miles distant from Chicago, were soon loaded down to the gunwales, with the best beef and pork the world could produce, going forth to the relief of our suffering Allies.

From that time on, a steady stream of provision ships has continued to flow across the ocean, and notwithstanding the tremendous demands, the large storage cities in France and England are heavily stocked, and all the armies and civilian populations are amply supplied with provisions.

No Question of Price or Profit.

When the packers assumed this herculean task, it was not with them a question of price or profit. They were willing to submit to the Government officials their cost sheets and test sheets, showing the actual net cost to themselves, verified by facts and figures and leave it to the Government to allow any margin of profit considered just and fair. This method has been practically followed out, as the Government virtually fixes the prices.

In fact, through an oversight, prices were fixed on some articles the past summer which resulted in heavy losses, but this did not influence the packers to relax their efforts in filling allotments. Their first and greatest purpose is to produce the goods; fill every order and allow adjustment of prices to follow.

And it is said that with these enormous transactions and the billions of money paid by the Government to the packers, they in

Resolved, That we reaffirm our absolute confidence in the wisdom, statesmanship and patriotism of our great President, Woodrow Wilson, and we believe he will be in full accord with the almost unanimous sentiment of our people, of our armies in the field, with the consent of our Allies, and decide against all negotiations with the Kaiser's government, and stand for peace only through an absolute unconditional surrender of the enemy.

Thanks to the Committees.

GENERAL RYAN: Now, gentlemen, I certainly desire to thank the committees for the splendid work they have accomplished, and for the manner in which they have contributed to the well-being of the members of the Association who made a great sacrifice to come here to this convention. Upon my word, gentlemen, I did not expect to see so many delegates present, taking into consideration the shortage in help, and the scare about sickness that is now spreading throughout the land. Due to that, I thought we would have a very meager attendance, but I was exceedingly pleased to see, notwithstanding all of this, so many come here to forget your troubles for a little while, and to breathe the air of freedom for a few days at least.

I move the adoption of these resolutions, together with a vote of thanks to the Chicago members for their splendid hospitality.

(The motion was carried by a rising vote.)

THE PRESIDENT: The report of the Auditing Committee, gentlemen, is next. Is Mr. Uhlmann in the room? Will you kindly read the report of the Auditing Committee?

Report of Auditing Committee

Your Auditing Committee begs to report that all records, vouchers and reports of the Treasurer have been carefully examined and have been found correct. It is with pleasure that we compliment our Treasurer on the careful manner in which he has kept his records.

AUDITING COMMITTEE.

E. H. Uhlmann, Chairman.

(The report was adopted.)

THE PRESIDENT: The report of the Obituary Committee will be the next. Is Mr. Langton in the room?

MR. GOULD: He seems not to be here, and in his absence I will read this report.

Report of Obituary Committee

Whereas, God in His wisdom, takes from us each year a number of those who have been with us, and it is our solemn duty to remember them even in death, and to express in our official minutes our regret for their loss; be it

Resolved, That we spread upon our record our extreme regret in the loss of the following members:

George L. McCarthy, Secretary, The American Meat Packers' Association, New York, N. Y.

Henry Burkhardt, President, Henry Burkhardt Packing Company, Dayton, Ohio.

David Drummond, former President, Drummond Packing Company, Eau Claire, Wisconsin.

Leopold Dryfus, President, Dryfus Packing and Provision Company, Lafayette, Indiana.

Herbert A. Heyn, member Board of Directors of The National Provisioner, New York City, New York.

Henry Hoenigsberger, President, Western Sausage & Provision Company, New York, N. Y.

Oscar Hoffman, Vice-President, John Hoffman's Sons Company, Cincinnati, Ohio.

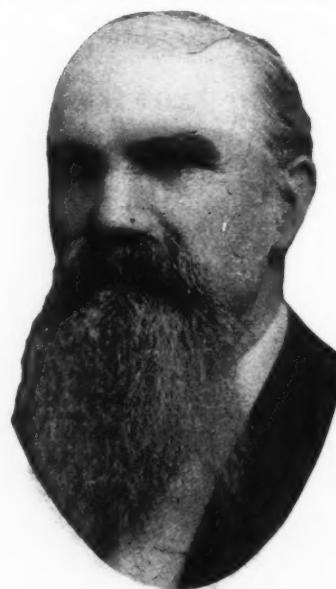
Johann H. L. Kohrs, founder of Kohrs Packing Company, Davenport, Iowa.

L. H. D. Krenning, Treasurer, St. Louis Independent Packing Company, St. Louis, Missouri.

Lewis A. London, former Secretary, United Dressed Beef Company, New York, N. Y.

Julius A. May, Treasurer of The National Provisioner, New York, N. Y.

Charles B. Murray, Editor and Publisher for forty years of the Price Current, Cincinnati, Ohio.



GENERAL MICHAEL RYAN

(Cincinnati Abattoir Co., Cincinnati, O.)
Chairman Committee on Resolutions.

George W. Squire, of J. P. Squire & Company, Boston, Massachusetts.

Henry M. Taylor, Vice-President, Remington Machine Company, Wilmington, Delaware.

Lieutenant Charles H. Ulmer, son of Jacob Ulmer, of the Ulmer Packing Company, Pottsville, Penn. Killed in action in France.

George Zehler, Sr., President, Zehler Provision Company, Cincinnati, Ohio.

Be it further,

Resolved, That the Secretary is hereby instructed to extend to the families of the deceased our sincere sympathy and condolence, and that this resolution be embodied as a part of our present archives.

GENERAL RYAN: I move that the resolu-

J. J. Felin, Philadelphia, Pa., Executive Committee.

Albert T. Rohe, New York, N. Y., Executive Committee.

T. Henry Foster, Ottumwa, Iowa, Executive Committee.

THE PRESIDENT: What action do you wish to take upon the Nominating Committee's report?

MR. OTTO SCHENK: I move that one ballot be cast by the Secretary, adopting the report.

GENERAL RYAN: I second the motion.

THE PRESIDENT: It has been regularly moved and seconded that the Secretary cast one ballot accepting the report of the Nominating Committee.

(Upon motion, duly seconded, one ballot was cast by the Secretary, accepting the report of the Nominating Committee.)

THE PRESIDENT: Is there anything further to come before the meeting? (No response.)

THE PRESIDENT: There seems to be nothing further, so the convention stands adjourned.

Whereupon the convention was adjourned.

The Smoker

The Convention Smoker, held in the banquet hall of the Hotel La Salle on Monday evening, was reminiscent of the tropical times

actual fighting scenes, and that was the work of preparation, transportation and equipment of the American armies. It was this part of the story that seemed newest and most wonderful to the observers. Acres upon acres of new cities built in France by our engineers to house our men and store our supplies, uncounted miles of new railroad from sea base to fighting front, mountains of supplies, both new and salvaged, the work of distribution and the remarkable work of salvaging discarded equipment of every kind, the greatest military cold-storage plants in existence, whole resort cities made over into hospitals and rest camps for our boys—all these seemed to be as wonderful a part of the war story as the pictures which Newman himself took amid the dangers of the trenches and the fighting front.

Shells bursting, men falling flat to escape the shrapnel spray, Rheims on fire from the incendiary shellfire of the Huns, our American airmen responding to the alarm and returning victorious—these, too, fascinated the observers. And when the speaker ended by flashing on the screen his own snapshots of the great trio of commanders—Foch, Haig and Pershing—the triumphant shout that almost lifted the roof off the La Salle told what an inspiration this feature of the programme had been.

The Lighter Side Was Dazzling.

Then came the lighter side. The Entertainment Committee introduced some burlesque stunts of its own, with its own members participating, which made this 1918 Smoker distinctive.

Impressario Ralph Shawman, of the Armour legal department, began the fun by announcing the gift of a Liberty Bond to the most popular man present. Appointed to pick out the winner, Dave Robertson, J. S. Hoffman and C. L. Coleman staged a public quarrel with Shawman over their decision,



J. J. P. LANGTON
(St. Louis, Mo.)

Chairman Obituary Committee.

tion be adopted by a rising vote of the convention.

THE PRESIDENT: You have heard the motion. What is your pleasure?

(Upon motion, duly seconded, the same was declared passed by a rising vote.)

THE PRESIDENT: The next will be the report of the Nominating Committee.

Report of the Nominating Committee

MR. NEWCOMB: The Chairman of this Committee is slightly indisposed, and he asked me to present this for him.

We have been advised by Government officials, who have occasion to come in contact with the officials of organizations such as this, that as few changes be made in the officers of such organizations as possible during the war, because it complicates matters if they have any new men to deal with.

It has been our pleasure, therefore, to place in nomination the following names:

James B. McCrea, Cleveland, Ohio, President.

Gustav Bischoff, Jr., St. Louis, Mo., Vice-President.

Robert G. Gould, New York, Secretary.

Max N. Agger, Cincinnati, Ohio, Treasurer. Charles H. Ogden, Pittsburgh, Chairman Executive Committee.

F. R. Burrows, Chicago, Ill., Executive Committee.

B. W. Corkran, Baltimore, Md., Executive Committee.

James Craig, Jr., Detroit, Mich., Executive Committee.

James G. Cownie, Buffalo, N. Y., Executive Committee.

John T. Agar, Chicago, Ill., Executive Committee.



BEECHER STARBIRD
(Armour & Company, Chicago)

Chairman Entertainment Committee.

of past gatherings, particularly that "hot time in the old town" of St. Louis some three years back. That isn't to say that it was "old stuff," for it wasn't. In fact, the chief features of the evening were new and highly entertaining, instructive and impressive.

The programme classified itself in two parts. The war pictures taken by Professor Newman on the Western front in France, and described by him as they were shown, afforded a thrill that those who saw them hardly could have felt anywhere else save amid the scenes themselves. The "movies" in every town have shown war pictures, but here the whole war story was grouped in one set of pictures, with the personal experiences of the man who took them to lend zest to the story.

Professor Newman showed what seemed to him a phase of the war fully as important as



N. O. NEWCOMB
(Lake Erie Provision Co., Cleveland, O.)
Who Reported for the Nominating Committee.

which nearly precipitated a riot. Shawman finally took matters into his own hands, selected the perennial "Salty" Williams as winner, and invited him to the stage. After more protest and confusion Shawman suddenly removed a screen, disclosing a beauteous living Liberty Bond, whose hearty embrace of the winner would have brought blushes to his face had his famous complexion admitted of any such additional adornment.

(Continued on page 162.)

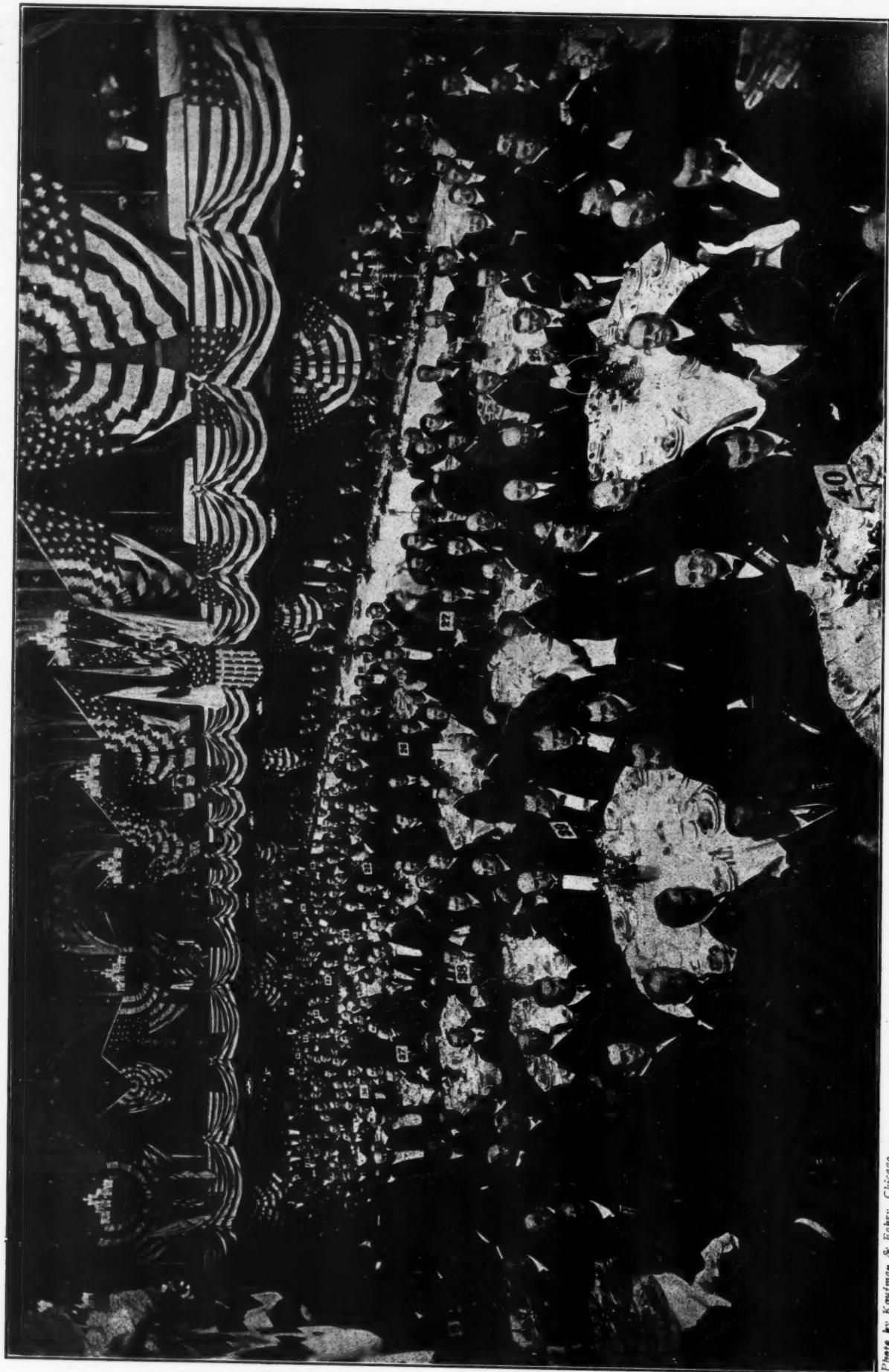


Photo by Kaufman & Fabry, Chicago. WAR DINNER OF THE AMERICAN MEAT PACKERS' ASSOCIATION AT THE CONGRESS HOTEL, CHICAGO, OCTOBER 15, 1918.

The Annual Dinner

If ever there was a genuine "Win-the-War" gathering, it was the thirteenth annual dinner of the American Meat Packers' Association. It was a real part and a fitting climax to a "Win-the-War" convention. So much patriotic enthusiasm had been spilled at the convention sessions that it might have seemed none was left for the dinner occasion. Instead, a new barrel was tapped, and it spilled and overflowed all over the Gold Room of the Congress Hotel, the scene of this historic function.

The incursion of the famous Fred Stone, of "Wizard of Oz" and "Jack o' Lantern" fame, accompanied by a sextette of sailor singers from Great Lakes Naval Station, added fuel to the flames of enthusiasm. Stone said he was much concerned over the success of the Fourth Liberty Loan, and felt just about as funny as a crutch. But after Edward Morris got up and added \$200,000 as a "plus" subscription to the Liberty Loan, Fred just couldn't help doing a jazz dance and a few flip-flops. Needless to add, these delighted the congregation of diners almost to the point of delirium, and the bond solicitors had no trouble in exhausting their supply of subscription blanks.

This by no means represented the packers' contributions to the Loan, however. As the toastmaster announced, the meat packers of the country had by their subscriptions already made evidenced their loyalty and patriotism and they would continue to maintain that record.

The attendance at the dinner was perhaps the largest of any affair of the kind in the history of the trade. The great hall was filled in every nook and corner, ante-room and gallery, and even then some few late comers had to be disappointed because it was a physical impossibility to provide even a spare foot of space for them.

The hall was a mass of American and Allied flags. A quartette and a real, live orchestra provided accompaniment for the stirring war songs sung by this great assemblage of meat men. The democratic atmosphere was characteristic of these packers' dinners; leaders in the industry like Louis F. Swift, Thomas E. Wilson and Edward Morris sat among the rank and file of the trade and testified to the pleasure they had by the zest of their participation in everything that went on.

The Will to Win Was the Keynote.

The speaking programme hit the dominant note of patriotic determination to win, and to win right! The toastmaster put aside much of the fun-making talent which he knows so well how to exercise, and launched at once into a denunciation of the enemy and an expression of the will to dictate a peace which should be democratic and lasting. The presence and the words of the British Food Minister to the United States were a grateful inspiration, and the message of thanks to the meat packers sent by Herbert Hoover through his official representative, Mr. Milne, was a pleasant memento to be carried home by the men who must get back to their packinghouses and buckle down to the job of providing meat food for the Allied armies and navies and the civilian populations of more than half the world. Edson White's recital of what the packers have done to win the war summed up the story admirably.

The menu was one that no critic of conservation could carp at, and yet one that satisfied

the appetite of the heartiest eater. The dinner souvenir, typifying the war spirit, made a hit with everybody, and was zealously guarded, to be carried home as another happy convention memento. The menu was as follows:

MENU		
Crab Meat Lorenzo	Olives	Almonds
Celery	Potage Militaire	
	Beefsteak a l' Americaine	
	(From light cattle, in accordance with Food Administration standard.)	
Potatoes au gratin	Timbale of Spinach	
	Tomato Salad A. M. P. A.	
Biscuit, National	Cakes	Coffee
Cigars		

The Dinner Committee, responsible for the conduct of this most enthusiastic of all packers' dinners, included John T. Agar, John Agar Company, chairman; Richard W. Howes, Swift & Company, secretary; W. B. Allbright, the Allbright-Nell Company; Thomas V. Brennan, Brennan Packing Company; H. E. Cra-



FRED R. BURROWS

(G. H. Hammond Company, Chicago)

Member of the Executive Committee and Chairman General Committee of Arrangements.

gin, Armour & Company; John A. Hawkinson, Wilson & Company; and E. S. Waterbury, Morris & Company.

At the conclusion of the dinner the secretary arose.

SECRETARY GOULD: Gentlemen, the meeting will come to order. One of the most pleasant duties of the secretary of this Association is to introduce people to the members on such occasions as this. It does not seem necessary that I should be introducing one who is so well known to you as Mr. Charles H. Burras.

Mr. Burras, you all know from various angles. I cannot say anything to you that would enhance his value in your estimation as a public speaker. He is much more of a speaker than I will ever be. In fact, there is a certain element of absurdity about asking a secretary to introduce a speaker of his renown, but I can tell you that Charlie Burras, in addition to being the master of wit and pathos, is like Nanki Poo of the dear old Mikado days, a man of the sea. Many a night have I watched that red hair—it was red in days gone by—ahead of me going down the lake toward Mackinaw. He in the Vincendor, and I about six or eight miles behind him in the Vennata. So as a brother yachtsman he comes to us, among his other attributes. Gentlemen, I now turn the meeting over to

Mr. Burras. (Prolonged cheering and applause.)

A Patriotic Toastmaster

CHAIRMAN BURRAS: Friends, if you will keep quiet, my voice will carry to the farthest parts of this room, including the gallery that paid half price. (Laughter.)

Fellow Americans, you are gathered together here tonight in convention. It is entirely fitting and proper that you should gather together here in convention. As far as your business is concerned, I am a layman. I know nothing about it, but I do know a few of the men here in Chicago that are connected with your great business, and it is a great business.

I know this, my friends, that there is no more loyal bunch of fellows on the face of God's green earth than the packers. (Great applause and cheering.) And when a commission created by our great Government, without adequate investigation, sought to disparage this great industry, the country would not stand for it (applause). And the packer today, all over this nation of ours, to the man on the street, is one of the patriotic influences that is going ahead and winning this war.

You fellows are just as much a part of this great conflict as those boys over there in Europe with their feet firmly planted on the soil of France, and, by the grace of God, within a few weeks will be firmly planted on the soil of Germany. (Applause and cheering.)

The Mistakes of Germany.

You know, Germany made a few mistakes about America in this war. In the first place, the Kaiser made a great mistake in telling Ambassador Gerard that after he had polished off France and England, America was next. You know if the Lusitania had been sunk within sight of the Statue of Liberty, we would have been in this war three years ago. (Cheering and applause.) But it was not sunk within sight of the Statue of Liberty, and therefore we are in this war today. But the thing that put us in this war, my friends, was that declaration of the Kaiser to Gerard, that after France and England, America would be next.

That was the first mistake the Kaiser made, and then the second mistake he made was in believing that if we would get into the fight we could not get our troops over to France because of the U-boats.

Thanks to Great Britain and her navy and her merchant marine (applause and cheering) two million of our boys now have their feet firmly planted on the soil of Europe, and that answer went back to the Kaiser; and that is his second mistake, that if we would get in the fight we could not get our boys over there; but Thank God, our boys are there. (Applause.)

Then the third mistake he made was in assuming that if we would fight and if we could get our boys over there that they would not fight. Isn't that the damndest fool idea you ever heard in your life? (Laughter and applause and a cry of "Some boys!")

CHAIRMAN BURRAS: Wait a minute. You bet they are some boys. He said we are a nation of money grabbers; we are brokers, we are clerks; we are meat packers; we are butchers; we are everything else under the sun except a fighting nation, and he was right, we were. But, thank God, in the blood of every one of these boys is the fighting spirit, and when we gathered these clerks, these brokers, these bankers, these butchers, these meat clerks, and put them into a homogeneous aggregation of soldiers and put our uniform on them, why they rose up in their might as the greatest soldiers that the world has ever known. (Applause and cheering.)

We showed them; we showed them at the Marne, and at Chateau Thierry, and at St. Mihiel, and at every other battle front on which the American soldiers have appeared, that the meat clerks, the grocers, the brokers, the bank clerks, the lawyers and every other class of our citizens, are equal to the best that Germany has produced through forty years of their kultur. (Applause and cheering.)

The Biggest Mistake of All.

Then, my friends, the fourth mistake he made was that he came to our President and presented his white-yellow flag of truce and expected our President to carry that to the rest of the Allies. (Applause and cheering.) And there is where he made his fourth mistake, that America would ever carry his yellow flag of truce to our Allies, Great Britain, France, Italy, Serbia and Belgium.

Oh, my friends, that is where he made his fourth mistake, and that was the biggest mistake that he ever made. You know what I would have done with the Kaiser's first note? I am not criticising our President when I say this, because I don't want to criticise him; but when the Kaiser sent his first note, when he sent his second note, and when he sent his third note, or his fourth, I would say, "Mr. Kaiser, I have referred your terms of peace to General Jack Pershing." (Applause and cheering.) "He is on his way to Berlin." (Laughter and applause.) "You will probably meet him there inside of the next month, and you can talk it all over with him." (Laughter and applause.)

My friends, I did not come here to make a speech. I have disappointed myself because I have made a little speech, but it is just what is in my heart. I cannot think or do anything else but the Fourth Liberty Loan right now. I don't know how to do anything else but the Fourth Liberty Loan. I don't know how to do anything else but drive another nail in the Kaiser's coffin, and that is what we are here for, and that is what you great industries are here for tonight. You are doing it, and you are doing it nobly, and everybody that knows what the meat packers of this country are doing, knows that they are doing it nobly.

Disposing of the Federal Trade Commission.

And I am reminded just at this time that the Federal Trade Commission (and that is the Commission that I referred to awhile ago in rather vague terms) has absolutely dismissed all charges against Wilson & Company. (Great applause and cheering.) And that means that the Federal Trade Commission has absolutely dismissed all charges against the meat packers of this country. Anybody that knows Tom Wilson knows that he wouldn't—(applause and cheering). Say, boys, you knew it was a lie when it came out in the papers, and so I did. (Shouts of "We did, Sure.")

CHAIRMAN BURRAS: Of course you did. (Shouts of "Yes sir. You bet.")

CHAIRMAN BURRAS: Absolutely, every man in this hall knew it was a lie, and thank God the lie has been nailed; and they admit it. Now, that disposes of this whole question of the Federal Trade Commission. (Laughter.) Now, am I right, or am I wrong? (Cries of "You are right; you are right.")

CHAIRMAN BURRAS: Now, Government ownership is a sort of bogie, but it has gone into the past. The Government realizes, and wisely so, that you men can run the great meat packing industry of this country better than any government that was ever organized on any globe, see? (Cheering and applause.)

So that is the secret. You fellows have got the job to feed the armies of the United States and Europe from now on. See, that is settled. (Laughter.)

My friends, as I said before, it is not the province of your toastmaster to make a speech. I am not going to make one. God help me if I do, because Wilbur Nesbit is sitting right down here. You know he is censoring everything I say, and I am going to get hell from him tomorrow.

I want to call your attention just to this thing. We have two hundred and sixty billion of dollars of resources, and we have subscribed ten billion dollars for our war loan.

Great Britain has ninety billion dollars worth of resources, and Great Britain today has subscribed thirty-six billion dollars of loans. (Applause.) When you come to consider that that little island over there—why it is hardly bigger than the State of Pennsylvania—with ninety billion dollars' worth of private assessed property, has subscribed

thirty-six billions of dollars for victory loans—that is what they call them over there, isn't it, victory loans. We call them Liberty Loans, but they call them victory loans. Thirty-six billions of dollars Great Britain has subscribed; and I am going to ask a representative of that nation to speak to you now, and tell you something about the food situation in Great Britain—"Feeding the British Army," Mr. Charles C. Pearson, British Food Minister to the United States of America. (Applause.)

The British Appreciation

MR. PEARSON: Mr. Burras, Mr. Agar, and gentlemen. The warmth, the overwhelming kindness of your reception tonight brings back to my mind an old story told of an English clergyman, who started his speech as follows: "My friends, for knowing you as well as I do, I cannot call you gentlemen." (Laughter.)

So, gentlemen, I have just the spirit of that dear old clergyman, while I do not admire the way he put it. But I feel tonight that I really am here among so many of you gentlemen whom I can really call my kind friends, and in speaking to this enormous audience, this representative audience of this wonderful industry, I only feel tonight that much that I have to say will not be interesting to a great many because my work practically confines almost all my energies to the packers who are interested in the export business.

But I will try to make it interesting, and I may tell you that for the first time in my life I knew tonight when I saw the programme what I was going to talk about, and I have not the slightest intention of telling you anything about feeding the British army. It would not interest you if I did, and personally I know very little about it. (Laughter.)

Now, gentlemen, when I was asked if I would address this convention, I more or less felt "This is a big thing" and I felt the joy of life had gone completely if I was expected to make an address. I have never made an address in my life. It sounds like a sermon. But I thought over the thing, and I thought "What can I tell my friends?" and I thought we might possibly spend a few moments considering the question of what I know about pickled pork: would that interest them? And then I thought that having dismissed that subject we might talk a few moments to the question of the excess loss. (Laughter.) I thought we might profitably fill in a few moments having a discussion as to what really constitutes an English three-rib shoulder. (Laughter.)

And finally, gentlemen, I even thought of possibly bursting into song, but I never got any farther than the title, and the title of the proposed song, which was never written, was "Leave the aitch-bone in the Wiltshire when the price is 35." (Laughter.)

A Year Among the Americans.

Now, gentlemen, if you will bear with me for a little time, I think it would be very much more interesting to you, and perhaps amusing, if I gave you some of my personal experiences at the completion of one year, and one very happy year, amongst you.

If you had told me on the 18th of September, 1917, that I would be here at this moment. I would have laughed at the idea. It was on that day that the British Government said to me "We want you to go to the States." I said "When?" They said "Next Saturday."

Well, gentlemen, I was very proud to be asked to come here, and I also felt that I could not do any fighting and that I was helping my country perhaps more in that way than in any other way that lay in my power. And I also felt, gentlemen—this may be a little conceit on my part—I felt that I know some of you; I had some very good friends among the packers, and I knew that I would be able to keep the balance even between us, perhaps more than an official that might be sent out who was purely a red-tape man, who did not know the difficulties of the packing business, did not know what we were up against. Gentlemen, I left Liverpool on the 23rd of

September, and I landed here on the 3rd of October of last year.

Now, I am not going to go into a hundred and one details of things, but my fortune, good or bad, shortly took me down to that charming little riverside resort, where the packers spend so many happy weekends, where you cannot get into a hotel for any price whatever, and where, more important, you cannot get a drink. I mean Washington. (Laughter and applause.)

Now, gentlemen, Washington is a very interesting place. It is practically, in my opinion, the center of the whole world at the present moment. And it is also a very important military center. Now I want here right now, officially, to contradict a statement that there are nothing but officers in Washington. I personally last week saw a private. (Laughter.) But I tell you he was being lifted into an ambulance. He had saluted until he fainted, and I believe he will never get the use of his right arm back again. (Laughter and applause.)

Packers Liked the Washington Climate.

Now, it was my lot to go to Washington and I had a very happy time there. All the gentlemen in the Food Administration practically made me free of the place. They gave me an office there—well, you know what the offices are in Washington, of the Food Administration. Well, it was about as good as there was to give, I will admit that.

I began to find, gentlemen, that whenever a packer wanted a change of air or whenever he felt a bit run down or whenever he wanted anything, he always drifted down to Washington. Well, gentlemen, I have it on very good authority that they always came wanting something and they always went back with it; they always got it. (Laughter.) I consider the packers, as a body, have pleasant recollections of Washington. I believe that they have never been told that their profits must be anything less than about—oh, anything from twelve to fifteen per cent., or about seven per cent. on the turn over; but it is not for me to interfere with domestic matters.

I notice, gentlemen, that a packer comes down looking thin and wan, and worn out, and after about three days of that air that blows up from the Potomac River, and also that atmosphere of the Food Administration, he gets rotund, and rosy and stout, and he goes back a new man. Gentlemen, I believe it is on record that Mr. Hawkinson, after three days at Washington, was mistaken for Mr. Arthur Meeker. (Laughter and applause.)

If you doubt that Washington is a healthy place, what more proof do you want than that.

Now, gentlemen, to get perhaps a little bit more serious. I dare say many of you will remember that I made the first acquaintance, officially, of you, I think it was early in January, or the end of December. The Food Administration was set up in Washington and the method of buying changed, and I have a very distinct recollection of coming over here and telling you very briefly how very serious the food situation was in England.

Packers Delivered the Goods.

Now, gentlemen, those days fortunately have passed on, but when I came to Chicago that day and I asked you to do all you could, the condition in England and in France and in Italy was critical. That is the only word for it. And, gentlemen, you delivered the goods. (Applause.)

Now, I am going to come to that a bit later on. But I remember that day very well, and there was some very great talking, and it was very well received. Shortly after the Food Administration put on porkless days; and the people of this great country accepted those porkless days so loyally that we almost got too much pork. Well, I have one or two recollections, gentlemen, of that particular time, because I remember that my friend Guy Sheppard was so overcome with the story that I drew of the poor people in England only being able to spend ten cents and twelve cents a week on meat that he almost burst into tears; and, gentlemen, he has been sobbing regularly every month since. (Laughter.)

Now there was another gentleman—I cannot mention names; wild horses would not drag his name from me, but he is very fond of entertaining ladies at the Blackstone and other hotels. I believe that he was so impressed by that that he stated when he took a lady to dine at the Blackstone or anywhere else, she might leave hungry, but she left patriotic. But, gentlemen, the saddest case of all was the case of our old friend Harry Freeman. When Harry Freeman heard that there were to be porkless days and when he heard the story I told, he became practically a vegetarian. And, gentlemen, for five solid weeks the only real food that Harry Freeman had was the cherry in the Manhattan. (Laughter.)

Now, gentlemen, you don't want to hear a tremendous lot of figures and statistics from me tonight. I could give you them, but I think really you know practically everything that I do. But I want to draw one little thing to your attention. Has any of you realized the enormous volume that this business has got to? We talk in millions just as if they were dimes and nickels. Have you ever thought of what a million really is? Now, the best illustration that I know is that there are only just over half a million minutes in one year; and if you had a million of your glorious United States troops marching in ordinary marching formation, and singly, those men would reach from Chicago to Albany. Now, that will give you some idea of what a million is.

Now, gentlemen, in the eleven months that this British Commission has been purchasing, we—when I say we I include my friend here Mr. Walter Cunliffe, because he looks after the beef end of it, we have bought from you gentlemen over one billion pounds weight of meats, and I am not going to tell you how many million dollars have been paid out, but I can tell you this, that it is over seven hundred million dollars.

Fackets Have Co-operated Loyal.

Now, gentlemen, I have perhaps told you a little of what I have done, or what we have done. Now, I am going to tell you what you have done, and, gentlemen, Mr. Burras hit the point in his speech which rather took the words out of my mouth. I believe, gentlemen, that food is next in importance to men. It is no good having an army, it is no good trying to keep that army going, if you can't feed them. The three things, of course, are fuel, ammunition, and ships; and without them we could not carry on this war to the very satisfactory position that it now is in.

Now, gentlemen, I am not here to throw any bouquets, but I do want to say this, that most—in fact, the very greatest percentage—of the packers of this country have loyally co-operated with us. They have given us everything we asked for. They have given it as good—and always bearing in mind that there have been colossal difficulties with the shipments and transportation; you know, gentlemen, in January, you know what the conditions of the railroads were here—so that we can say that we have from the packers received the greatest assistance as a whole. (Applause.)

Gentlemen, I am going to tell you this: We have in England a very highly organized system of inspection of every lot that goes across. I know of every single parcel that there is any complaint of; and when I tell you, Mr. Burras and Mr. Agar, that there are many packers in this country who have been shipping stuff to us month by month on every allotment, there are many packers on whom we have not received one single complaint, either in quality, in weights or in anything else. Now, gentlemen, that is a great achievement, and I think that you as a body ought to be very proud of it. I am. (Applause.)

It Doesn't Pay to Deliver Poor Goods.

Now, as I say, I did not come here to throw bouquets. There are, I am sorry to say, instances where we have not been so well treated, and I think that perhaps you want to hear a little business from me tonight, and that is why I am going to risk touching on this point. And, gentlemen, as I say, I make every al-

lowance, but I want to put it to you this way for your own good.

This war is not going to last forever, and I think that all right-thinking men will agree with me when I say that it is very foolish of any packer, in his own interest, and apart from anything else, to allow the reputation or the standard of his brand to deteriorate in Great Britain and on the Continent.

Now, I think that is sound advice; I give it to you in all humility, because there are one or two persons that, unfortunately, either undertake more work than they can reasonably do, or they see the present profit and they forget the future loss.

Now, gentlemen, that is all I am going to say tonight about business, and I think you will accept what I have said in the right spirit, and the spirit in which it is given to you. (Applause.)

A Book That Never Will be Published.

Now, people said to me, "Why don't you write a book about your experiences." Gen-

have been very kind and I think I have taken up too much of your time already; but I want to tell you a very, very brief story. I was introduced in Washington the other day to a very charming lady, who bears a name honored not only in this great country, but also in every civilized country in the world; and she was talking to me about my work. She knew Mr. Hoover, and we were chatting, and I told her that I hoped before very long to go back across the ocean to see my family and friends in England; and she said, "Well, Mr. Pearson, I have been very interested. You will be glad to get back. What family have you?" So I looked her square in the eye and I said, "I have just about one hundred and ten million and one." And I am not sure, gentlemen, yet, whether the look she gave me was one of envy or reproach. (Laughter and applause.)

Now, there is one thing, gentlemen, and then I have finished. I did not come here tonight to make any speech on the war; but we can't help thinking of it; it is in the minds of all; and, gentlemen, this war is at a more satisfactory position now than it has ever been.

Mr. Burras referred in the most kindly way to Great Britain; and I want to thank him for the words that he used. Gentlemen, when I came to this country this time I was surprised. Some people seemed to think that there was a little feeling between America and England. Gentlemen, I never knew it in my life. I have been associated with Americans and I have never regarded Americans other than friends, and almost relatives.

How America Got Into the War.

Gentlemen, we all come from the same stock; we all talk the same language, and we are all out for the same end; and it has been one of the interesting things of my life, gentlemen, to see this wonderful country get into this war the way it has.

It was slow, it appeared to be slow. I was down in Washington and I saw the change. I saw that wonderful army; I saw those magnificent men—because, gentlemen, they are magnificent men. I have never seen a finer type of young officer in my life than the American officer, and the men are just as good. You don't want any praise or recommendations from me; you only want to read what they are doing. But, gentlemen, when you see the volume of this enormous nation, you see the ships, you see the munitions, you see everything, and above all, you see the readiness to do the task that is to be done; you see that gigantic wheel starting to roll.

I saw it. I saw it start slowly, and it got bigger and vaster and vaster. Gentlemen, you can't be in New York and Washington and Chicago, and about the country as I am indiscriminately each month, without appreciating that this great nation had come out, and was going to do all that was possible in the cause of liberty, and right and justice. (Applause.)

Gentlemen, I only put it this way because I did not want anybody to think that we think there is anything between the two nations. We are together in this big job; and, gentlemen, it is not a question, we are going to win; we have won. (Applause and cheering.)

Happy to be Taken for an American.

My point is this, gentlemen, and I have only one more very brief story to tell you, and I am going to tell you what I think was one of the happiest moments in my whole life. I went into an office in Washington to see one of the gentlemen very high up in the Food Administration, and he was engaged; so I chatted with a very charming little American girl, a little girl of about eighteen years. One of those delightful little girls that they have at Washington trying to do her bit to help in every way; and I was turning around to go, and she said, "Do stop a minute, Mr. Pearson." And she asked me about the war, and told me she had a brother who was about to go across, and she said to me, "Are all Englishmen like you?"

Now, gentlemen, I was torn between my natural modesty and my desire to impress the lady, and having achieved a certain diplomatic



JOHN T. AGAR
(John Agar Company, Chicago),
Chairman of the Dinner Committee.

lemen that put what I think is a very brilliant idea into my head, I don't know that I can go back to ordinary business, where you think you are doing a devil of a lot if you sell fifty or a hundred boxes in the morning. I thought, "Now, there is a good idea"; and I have a scheme to put before you.

Now, I think that it would be a very good idea for me to write a book. Of course, everybody that spends a time in another country naturally writes a book; and I believe it would not be fair to expect me not to write a book. You know the gentleman that spends a few weeks, as he says, on "Trips to Timbuctoo"; another gentleman has a holiday and he "Walks in Walla Walla." I never knew why they named it twice, but I suppose it is because they are so proud of it. (Laughter.) But I think a very good title for my book would be "My Year with the Packers," or "In the Hands of the Bolsheviks." (Laughter and applause.)

Now, gentlemen, there are about forty packers who contribute to these export orders, and I naturally propose to have forty chapters to that book, each chapter devoted to each packer. Now, I think that a very reasonable subscription would be twenty-five thousand dollars for each chapter; and, of course, I would undertake that nothing was said in that chapter—Well, it is very simple, gentlemen: Twenty-five thousand dollars for forty chapters is just a million dollars, and if the book is subscribed one hundred per cent, well, it will never be written. (Laughter and applause.)

CHAIRMAN BURRAS: Let's subscribe.

His Very Large Family.

MR. PEARSON: Well, gentlemen, you

ability. I hedged, and said, "Why do you ask that?" "Well," she said, "I always understand that all the English people were horrid, but you are just like one of us." (Laughter and applause.)

Now, gentlemen, that was the greatest compliment I have ever received in my whole life, and that sums up the situation in a nutshell. You are one of us; we are one of you. And gentlemen, we have got together, and, please God, we are going to stick together forever. (Applause and cheering.)

Packers and the Bull-sheviki.

CHAIRMAN BURRAS: My friends, I was struck most forcibly by one phase of our friend Pearson's remarks, which seemed to me to be particularly applicable to this crowd; and that was about the Bull-sheviki. (Laughter.)

If there is any department of the "sheviki" that the packers are strong on it is the Bull-sheviki. (Laughter.)

Tom Wilson understands that, and so does Mr. Swift. But I was just going to remark that there was another department of the "sheviki" that all you fellows are familiar with, outside of the bull-sheviki, and that is the steer-sheviki, and the cow-sheviki. They all belong to our family of shevikis. But let them all come along, boys, in the killing pen, and we'll kill them all off as they come. (Laughter.)

Am I right or am I wrong? (Cries of "You're right.")

At this point the toastmaster introduced Fred Stone, the actor, who made a Liberty Loan speech which moved Edward Morris to add \$200,000 to the \$2,000,000 subscription of his company. This so affected Stone that he did one of his famous flip-flop dances. Lieutenant Charles Jan Drosner of the Foreign Legion also spoke and a sailor's quartette sang.)

Packers Support the Liberty Loan.

CHAIRMAN BURRAS: Now, Mr. Jackie, let me explain to you just this: That as I said when I started out, there is no more patriotic bunch of fellows ever gathered together in one place than the American Meat Packers here tonight. (Applause.)

Armour & Company has already subscribed five millions of dollars to this loan. (Applause and cheering.)

Swift & Company has already subscribed five millions of dollars to this loan. (Applause and cheering.)

Wilson & Company has already subscribed two millions of dollars to this loan. (Applause and cheering.)

Morris & Company has already subscribed two millions of dollars to this loan, and with their plus subscription of two hundred thousand dollars tonight, two million two hundred thousand dollars to this loan. (Applause and cheering.)

And the other packing interests out at the Yards have subscribed one million, six hundred thousand dollars to this loan. (Applause and cheering.)

Why, there isn't a more patriotic bunch of fellows ever gathered together than the packers of the United States; and let's get that to the people and stop this damnable propaganda that a sort of a self-constituted commission is spreading around this country. Let's do that. (Cheering and applause.)

Now, we are not going to bother you with any more subscriptions just now.

You know, if Mr. Pearson was a client of mine and bought between seven and eight hundred millions of dollars' worth of goods from me, I would have given him a bigger hand than you fellows gave him. I would cultivate this chap, because I would recognize that he was one of my best customers. (Laughter and applause.)

A VOICE: He looks well harrowed.

CHAIRMAN BURRAS: He's all right, Pearson is, and Great Britain is all right. (Applause and cries of "Hear, hear.") And we're all right. (Applause.) But that is something we've got to show, whether we are or not.

Now, we are going to get down to the real serious part of our programme. There isn't a man that came here tonight that did not come seriously; and with the idea of learning something, and with the idea of taking some-

thing away with him that he did not know or realize before; and we have with us here tonight one of the greatest exponents of the proposition that you fellows in this country are engaged in, that this country can produce. I am going to introduce to you Mr. W. A. Milne, of the United States Food Administration. (Applause.)

The Food Administration and the War

MR. MILNE: Mr. Toastmaster and Gentlemen:

The last time that I had the privilege of addressing an audience in the city of Chicago, Wilbur Nesbit was the toastmaster, and on that occasion I made up my mind that I had immediately on my right the most skillful handler of the bull of any man in existence. (Laughter.)

Tonight I have about made up my mind that all toastmasters must be tarred with the same stick. (Laughter.)

Gentlemen, I can't for the life of me see the slightest difference between Wilbur Nesbit and our present toastmaster when it comes to handing out the bull. (Laughter.)

The hour is late, and I shall have to hurry through what I had thought of saying, eliminating the greater portion of it because you have had, I think, all the stirring tonight that you are capable of, or that is necessary.

Results of Four Years of War.

In order to realize something of the enormity of the task that lies ahead of us in this fight and the job that we must take, because of our tardiness in entering the race against Germany, we have prepared a few charts which will visualize more quickly than I can tell you the results of four years of war, so far the cost of territory is concerned.

On this sheet (showing chart) that portion which is colored in green represents the territory won by Germany during her four years in war. It took her three years to make a gain of one hundred and sixty-seven thousands, one hundred and fifty square miles, with a population of about thirty-one million people.

The story of the fourth year is exceedingly illuminating to us. In the beginning we had thought that the Russian success in Galicia might mean possibly a renewal of her fighting spirit, and that she might contribute mightily to the winning of the war; but the end of the campaign found a nation of helpless babes playing at war, and instantly Russia ceased to be a factor. Treason and madness had done their work there, and internal disintegration immediately followed the laying down of arms of three million five hundred thousand men.

Apparently, our Allies could not realize the full significance of the collapse of Russia, until March of this present year, and then for the first time, instead of asking us for material and money their plea was, "For God's sake send us men"; and at that moment the war became a race between the United States and Germany, a race between our young troops, hurried across the ocean, and the last flower of German veterans, hurled wave after wave against the Allied lines, seeking a decision before America came.

Only One Hope to Win the War.

The fact of the matter is that the collapse of Russia and the demoralization of the Russian army had made it utterly impossible for France and Great Britain to win the war, and had made success for the Germans patent to at least the Germans themselves and to neutrals. And from that time on it became the task of Germany and her hope to crush France and Britain before the United States could arrive, just as she had hoped to crush them in 1914, before the slow and clumsy mobilization of Russia could be effected.

In a word, we went back instantly to the conditions that obtained in the opening days of the war, before the end of 1917. Then Germany was offering to strike for Paris again. The campaign of 1918 had scarcely opened when the peace of Brest Litovsk had eliminated Russia, and Roumania had removed

the menace of the eastern force, had opened up Germany's way to the Pacific, and had given her the result of her age-long battle in successes against the Slav.

Then, if peace had been declared this spring, its terms would have been absolutely dictated by Germany, strong as she was with the spoils of conquest and powerful to enforce her diabolical will upon her vanquished foes her dream of a Mittel Europa, raging swiftly through the center of Europe, thus giving her a key to the conquest of Europe, Asia and Africa. All of this would have been much more than accomplished, and she would have been given time then to prepare for the next great war which was to make her mistress of the world.

But peace did not come. Grimly, doggedly, passionately, the gallant French, British and Italians held on during that awful time, when they knew perfectly well the doubtful struggle that must come with spring, and their cry at that time can be voiced in this expression, "America, you have always made good; you have always played square; we trust you." (Applause.)

The year 1917 closed, and the new year opened most brilliantly for Germany. She could now see success for her plainly in the West, with her armies released victoriously from the East; she could count a great preponderance in both guns and men. She had some forty divisions more than her enemies, except, of course, the Americans, and she felt that in 1918 the little, make-shift army of Sammies was worthy only of contempt.

By the way, she has had plenty of time since then, while picking the American shells and splinters and the American machine gun bullets out of the rear elevation of her flying troops, to change her mind about those things; just as she changed her mind about the little contemptible army of Great Britain, for every square mile of landscape in France has lately been brightened by a new moving picture, the color of which is khaki and brown.

When We Got Into the Scrap.

This picture has been very voluminously described by many long-winded orators and war correspondents, but for vividness and brevity, commend me to a verse written by a school boy recently, when he was asked by his teacher to give her a summary of the recent war developments. He handed her this classic:

"Kaiser Bill walked up the hill,
To take a look at France;
Kaiser Bill ran down the hill,
With bullets in his pants."

(Laughter.)

That tells the complete story. I could not possibly add anything else to it. No panning of mine could possibly ease the stinging pain of those punctured pants; and I prophesy that they will gain neither rest nor repair until their bulging flaps float on the placid bosom of the River Rhine. (Applause.)

Now, let's sum up the gains of Germany during her four years at war. This is her bag. (Indicating on chart.) That shows the entire gain of Germany during her four years at war. Summing it all up, you will find I think an aggregate of some eight hundred and sixty-six thousand square miles of territory, and something over seventy-six millions of people in four years at war.

Now, possibly the packing industry can visualize and understand the meaning of eight hundred and sixty-six thousand square miles, and seventy-six million people. I must confess it means nothing whatever to me. To bring it a little closer home, I wanted to place that upon the map of the United States, where we could understand what that territory meant, and what that number of people meant.

It just about balances these states of the union in square miles, and you will notice that these states now contain six million fewer people than the territory overrun by Germany contains at the present time.

Now, in order that we better understand that, let's place a black blot upon the map of the United States, and that territory covers the entire ground from the Mississippi River on the west, to the Atlantic on the east; and from the Great Lakes to the Gulf.

That is the bag that Germany has captured during her four years at war.

The Task That Lies Ahead of Us.

Now, we have drawn those pictures so that you may realize the enormity of the task that lies ahead of us. Now, what does that mean? It means that Germany has gained absolute control over the lives and the destinies of seventy-six millions of people. It means access to all the grain, and all the food, the steel, the coal, the petroleum of that vast territory, together with all the machinery of the mills, and worse than that, all the labor had worked at enforced wages, starvation wages of millions of men, women and children, taken from these territories to relieve an equal number of German people for military service at the front.

Now, if peace had been declared under these conditions, who would have dictated its terms?

Today we are confronted with the gravest danger, I believe, that we have had since the beginning of the war: Namely, the danger of over-optimism; and while I do not want to throw a monkey wrench into this machinery, which is oiled to move so beautifully tonight, still if I fulfill my oath of office and the duty that I owe to you and to myself, I cannot refrain from sounding a note of warning against the danger of over-optimism.

Nothing in the world is truer than this, that we now have them on the run; but we must remember that Germany's soldiers are today upon her enemies' soil, not her own; and that these armies of hers are still unbroken and damnable dangerous.

The defection of Bulgaria, of course, threw a jagged entering wedge that split wide open the Central Alliance, and as a result it has sounded the death knell of the bloody Turk forever. As a result it has revived the hope that Roumania will enter again the race on our side. It has dissipated forever Germany's long-cherished dream of a Mittel-Europa, crushed and bleeding at her feet, and it has given us now the opportunity very soon to reach out to suffering, bleeding Russia, and give her the help that she requires to again establish the eastern front.

But in the Franco-Prussian War of 1870, at the end of six months of that war, France found herself in infinitely worse condition than Germany is in now, or is likely to be in during the present year. The last remnant of her standing army was either destroyed or completely surrounded; her capital, Paris, was in a state of siege, and her government had toppled from its foundations. And yet France kept up this terribly unequal struggle for six months' time.

Germany Can Hold Out for a Long Time.

Now, certainly, if Germany has ten per cent. of the splendid nerve and vitality and the guts that the Frenchmen had, she can hold out at least until next July, and don't let's hypnotize ourselves into any other belief.

It is absolutely impossible, of course, for any of us, and we are very foolish if we attempt to prophesy as to what may happen. A thousand things may happen, both inside of and outside of Germany, which will cause her immediately to throw up her hands; but we must not rest upon that eventuality, but prepare for the long, bitter struggle which more likely still lies ahead.

I left Washington yesterday. I had time before to confer with a great many of the men whose business it is to keep in very close touch with the situation. I did not find a single one of them who for one moment believed that Germany's answer to the last note of President Wilson would be an acceptance of his terms. Germany is not by any means licked as yet.

Gives Packers Thanks of Mr. Hoover.

Now, gentlemen, I think tonight you have had your fill of speeches, and it would be cruel to detain you any longer. I just wish to convey to you now the thanks of Mr. Hoover and his staff for the wonderful co-operation which we have had from every one of you, so far as I know, clean down the line.

If you could have seen Mr. Hoover lately, on his return from his last trip abroad, when the telegrams were piled high upon his desk, showing what had taken place during his absence, and could have seen that big-hearted man break down like a child and weep because

of the splendid, sincere, noble co-operation of the men in your trades and others, you would understand what that means to Herbert Hoover, who is bearing this terrible burden which none of us know anything about at this present time.

And I wish to bear to you his heartfelt thanks and the hope and the belief that you will continue to feed us as you have, and even better, and to feed our Allies and the starving people over there, not only during the war, but for two or three years during the reconstruction period thereafter. I thank you. (Continued applause.)

CHAIRMAN BURRAS: I think there is no finer thing in all history than the attitude of the American people toward the Food Administration of this great country and our Allies. There has been no rigid law passed that we must abstain from the use of wheat flour, or of bacon, or meats. But this request has gone out from the Food Administration at Washington that we do abstain from these

Foch that he is driving the Germans back. He knows it. He knows it better than any of us can tell it, and you know better than I can present it, that without the American meat packers the cause of world democracy would have been lost ere this.

Nevertheless, we owe it to ourselves and to posterity to properly record the part we have played in fighting back the Hun hordes, and I welcome this opportunity to play the part of historian.

Back in 1914, when the spark dropped in Serbia set the whole world on fire and sent millions upon millions of men to the battle-fields, it became apparent almost at once that the food question was vital. The Germans, with the fruits of half a century of preparation available, seemingly had solved the supply problem—at least for the short and decisive war which they had planned and which was to have seen a German peace dictated in Paris within a few weeks after Belgium had been stabbed in the back.

But it didn't work out that way. A thin screen of lion-hearted Frenchmen and Britishers slowed up the Prussian steam roller, and at the Marne made it rumble back to its concrete trenches in Northern France.

Superhuman Effort of the Allies.

Then began the superhuman efforts of the Allies to place an army of millions between the Huns and Paris, and then also the mighty task involving the feeding of those millions on whom depended the fate of civilization became apparent. It was necessary to solve in days food problems on which the Kaiser's experts had been quietly but energetically working for years.

Without the American meat packers, the feeding of the ever-growing allied defense line in France would have been well nigh impossible. The American meat packers—you gentlemen, if you please—made it possible to feed the soldiers who held the Huns at bay over the many weary months that intervened before Uncle Sam lost patience with the Beast of Berlin and turned loose the American warriors who are today pressing at the Kaiser's heels as he retreats before them.

How the Meat Packers Saved the Allies.

During those early days of the war, the American meat packers were the machine utilized by the Allies for feeding their armies. It was then that we learned the truth of Judge Gary's statement that the only difference between a thousand and a million is three ciphers. The Judge was right. Three ciphers make a thousand into a million, and in those first years of the great war we learned to think about orders in terms of millions instead of thousands—and learned it just as though the three ciphers were really the only difference.

I have personal knowledge of one transaction which aptly illustrates this changed viewpoint. The Italian Government showed sufficient interest in our canned meats to sample them with a view to ordering some for the Italian army. The representative in this country was a venerable old man, and at the time of our first discussion I suggested that he need not bother coming clear out to Chicago if he decided to buy. I told him I would run down to New York to see him any time he wanted me.

Well, to make a long story short, I got a message to visit him in New York, and I went there. Gentlemen, it took only one hour to come to an agreement, draw it up and sign the order for 17,000,000 tins of meat. Seventeen million! Why, when I sent the word back to the head office, they thought the telegraph operator had amused himself by adding ciphers to the real figures.

But the 17,000,000 was real and we have since learned to think regularly in terms of millions.

Nearly any one of you, I imagine, can tell of big orders for meat which came to you during those early days of the war. The British Government bought heavily. So did the French. Every ship that sailed from our shores carried food for the fighters who stood between the Huns and the bloody victory which they sought.

Wonderful, indeed, was the service ren-



F. EDSON WHITE
(Vice-President, Armour & Company)
Whose Message was Read at the Dinner.

things in order to feed our Allies! and I think the reason that these great American people have responded so nobly is because they have supreme confidence in this man Herbert Hoover, and everybody connected with the Food Administration. (Applause and cheering.)

It is going to be one of the shining pages in the history of the world that we have done this thing gladly and voluntarily: and I believe I voice the sentiment of every man and woman in this room when we pledge to Mr. Hoover through Mr. Milne our continued co-operation in the plan of the Government for food conservation. (Applause.)

Now, I thought I was going to have the pleasure of introducing to you one of my old friends—a pal of mine—whose name is on the programme; but, my friends, he is in Government service, and he cannot be here tonight. Mr. F. Edson White. We familiarly refer to him as Ed White. I understand he has sent a message to us, and I am going to ask that that message be now read.

(Message from Mr. White was read by Mr. Beecher Starbird.)

The Meat Packers in the War

Mr. Toastmaster and Gentlemen:

This programme is wrong. It calls on me for a speech, and I have never made a speech in my life. What I am going to do is talk, and even a man who has never uttered a word in public should be able to talk when he is possessed of the best subject in the world—"The Part Played by the American Meat Packers in Winning the War."

Telling you about your war accomplishments is about on a par with telling General

dered the Allies during the first three years of the war. That it could be improved seemed improbable and yet when this nation picked up the gauntlet hurled into our faces by Germany, even greater things had to be done.

Even Greater Work Done When We Went In.

Your works have shown that Mr. Armour voiced your sentiments as well as his own when he made his memorable announcement that the Government could have his plant and his men and himself to help win the war. What that meant to the nation is best shown by a few instances of the service the packers have rendered since the first of America's millions of soldiers appeared on the firing line in France.

It is a proud boast that we have "the best fed army in the world." Our soldiers get food the like of which was unknown to the soldiers of previous wars. Hannibal, Napoleon, Washington and Grant fed their fighters on food gathered largely from the surrounding territory by forage parties, and the men were often hungry and rarely sufficiently well nourished to readily throw off disease. In former wars more soldiers died from lack of proper food than from the bullets and bayonets of the foe.

The feeding of armies was the biggest problem of the board of strategy in times past. The feeding of millions today has ceased to be a problem because you gentlemen—the packers of America—have solved the problem, and it is due almost entirely to you that General Pershing's boys in France eat three square meals a day of the best food, produced more than three thousand miles away from the trenches.

It is largely due to you that the boys are in such excellent physical condition that the death rate in the army is only about four in a thousand, when it was something like sixty a thousand during the civil war.

How have the packers figured in this? By supplying the Government with the food it wanted on a minute's notice; by furnishing a large portion of the equipment needed to move it to the front; and by furnishing the experienced men to direct the movement and direct the building of such additional facilities as became necessary.

Packers Put Fresh Beef in the Trenches.

I need not tell you of the part played by the packers in starting fresh beef from Chicago in refrigerator cars, putting it in refrigerated ships at the seaboard, transferring it back to refrigerator cars at a French port, moving it to a great supply base "somewhere in France," from which it is later taken in refrigerator cars right up to the third line trenches, and finally its arrival at the front line in great refrigerated motor trucks. You know better than I can tell you that the American meat packers are responsible for the steady supply of fresh beef and other food which is keeping our boys in fighting trim.

Just what it meant to this nation to have the American meat packers on the job was shown at the time our first convoy of troops started "over there." The quartermaster wanted to send along one million pounds of beef. That was a considerable amount of beef, as we were accustomed to thinking of beef at that time. Collecting it on several days' notice was a task that would have been next to impossible a few years ago. But the meat packers meant it when they placed themselves at the service of the Government, and in three days the one million pounds of beef was moving aboard ship.

Not long afterwards an order came by telegram calling for immediate delivery at a gulf port of a vast quantity of lard—enough to make a whole trainload in fact. There was need for the utmost haste, because a convoy was being held to await the arrival of the lard.

Packers Deliver When Government Asks.

When the Government calls on the packers for something in a hurry, the Government usually gets it. It will interest posterity to know that just four hours after the receipt of that huge order for lard the whole amount was in the cars and rolling southward—and the shipping clerk was on the job until he

was able to report back that every car was in the train and O. K. when the engine hooked on.

On another occasion Washington wired a rush order for a huge quantity of meat which was to occupy cargo space that suddenly became available at Boston. The wire called for the unheard-of quantity of 200 carloads per day, with shipment to commence at once. And it did commence at once, and it kept up until the stop order was wired from the capital.

Not many days ago our firm received notice by wire from the U. S. Quartermaster's Department that a certain ship was in the River Plate in South America, and that our share of its cargo would be 2,000 tons, and would we please provide that amount of meat at once. The order didn't tell just what kind of meat was wanted, but there really wasn't much choice, for it was not a refrigerated ship. So we came through with five million tins of bully beef, and we had it ready for shipment some days before the boat was ready to sail!

Other Things the Packers Provide.

Supplying vast quantities of meats on short notice is not the only war-time accomplishment of the meat packers, however. There is hardly a branch of the army and navy but what turns to the packers for some part or parcel of its equipment. The packers are furnishing great quantities of lubricating oil; they supply a vast amount of the gelatine which forms the body of some of the most powerful of explosives; they make much of the soap that helps the doughboy keep clean and fight off the cooties; they have perfected surgical ligatures which dissolve into the flesh as wounds heal; their chemists discovered thromboplastin, which coagulates blood and which has already proved an important part of the army surgeon's equipment.

The Government turns to the packers for the leather that goes into the soldiers' shoes and puttees and the horses' harness; for the wool pelts out of which aviators' coats are made; for the albumen which enters into the construction of airplanes; and without the pure potash that one of our auxiliaries is supplying, the United States army and navy would be dependent on our Allies for the fine lenses that are necessary parts of binoculars, range finders and aerial cameras.

Are the American meat packers entitled to any credit for these triumphs in the industrial and scientific phases of the war?

Only insofar as men in all walks of life are entitled to credit for measuring up to their obligations and their opportunities. We expect our soldiers and our sailors to whip the Germans every time they meet in a general battle. They have done it, and they will continue to do it. When those several hundred marines dashed out of Paris in motor lorries and smashed the Hun offensive at Chateau Thierry they did only what we expect of free Americans. But all honor and glory to them, I say.

When President Wilson writes the peace terms that will make all men free from autocracy, he will be doing only what we have come to expect from the greatest statesman of the age. It is his duty as well as his privilege.

Meat Packer Only Does His Duty.

And so it is with the American meat packer. It is his duty to use the wonderful industrial machine he has built up to help win the war, and it is his privilege to have the only great industry which has measured up fully to every war requirement.

This industry needs no one to apologize for it. But it needs a lot of courageous, clear-eyed men from its own ranks to stand up and tell the world that the packing industry is a boon to mankind; that it has a great function to perform and is delivering the goods; that in spite of prejudices and misunderstandings cultivated by politician aspirants, the packers are rendering service to the people and to the nation, the like of which is not approached by any other essential industry under the sun.

I call your attention to this because only recently our industry has been made the target of poison gas shells that were intended to

discredit us with the public, and the time has come for us to cease depending on a defense of patience and forbearance. The time is at hand when, like the Allies under General Foch, we send the foe flying before a barrage of facts and figures which will set forth adequately just what the American meat packers mean to the public; which will demonstrate beyond doubt the benefits derived by the nation from the great organizations making up the American meat packers. (Continued applause.)

CHAIRMAN BURRAS: Before this message was read, you all knew what the message would be from Edson White. I did not announce that Mr. Beecher Starbird would read it because I did not want to confuse the message with Mr. Beecher Starbird; but Mr. Starbird has delivered it magnificently, and as well as Mr. Edson White could have said it had he been here. (Applause.)

Now, my friends, I know that we have all had an inspiration in meeting here together tonight, in touching elbows and exchanging ideas; and I know that what Mr. Pearson, and Mr. Milne, and Mr. Edson White have said to us is going to be an inspiration for us to go out with renewed courage, and the solemn promise to ourselves that we are going to carry this war on, and on, and on until the last vestige of German Kultur has been wiped off the face of God's green earth. (Applause.)

I am going to ask you, in closing, to stand and sing our national anthem, "The Star Spangled Banner." ("The Star Spangled Banner" was sung.)

Anybody that wants to subscribe for an extra plus subscription to the Liberty Loan will find the agents ready to take your subscription in the anteroom. Gentlemen, we will now adjourn.



Day With the Sailors

The third day of the convention afforded a fitting conclusion to a patriotic programme. It was devoted entirely to a visit to the Great Lakes Naval Training Station, where 40,000 of our embryo sailor boys are preparing themselves for all phases of naval duty. Commander William A. Moffett, the boss of the biggest camp of its kind in the world, prepared a programme which was an education in itself to the average landsman. There were drills of all kinds, a monster review headed by Sousa's Great Lakes Band of more than a thousand sailor musicians, a great camp "sing" and athletic games in the open-air amphitheatre, and various other attractions to fill a busy day.

The crowd left the city at noon on a special train for the trip to Great Lakes. The original plan had been for mess with the jackies, but the health precautions made necessary by the influenza epidemic canceled this feature. Instead, the Entertainment Committee provided a buffet luncheon which was served on the train, so that when the party landed at Great Lakes its members were fortified for a strenuous afternoon.

Special guides were provided, and a special section reserved in the great parade-ground stand, from which the visitors viewed the manoeuvres of the thousands of sailor-soldiers with their wonderful massed bands. A thousand musicians marching in one body at the head of 40,000 men, and never missing a note of the many tunes they played, was a thrilling experience for unaccustomed onlookers. The evolutions afterward, both of sailors and musicians, were as remarkable as the main review.

It was a day of open-mouthed wonder for the civilian and the landlubber, and it sent the packer and his friends home more firmly convinced than ever that we can and will win this war—or any other old war, for that matter!

The Associate Members

The associate membership of the Association, as ever, furnished no inconsiderable interest and entertainment. They accepted the opportunity to meet and greet and entertain old and new friends heartily and hospitably, from the bugle call Sunday afternoon to taps Wednesday night, without a let-up, cheerfully and happily, until the last visitor had departed for his home with pleasant memories of a "good time" in every sense of the phrase, and with the added satisfaction of having accomplished much from a business point of view.

It is worth while to meet and greet those with whom you have been doing business—by letter, by wire, through your broker and otherwise—all the year round, since the last convention. The machinery, equipment and supply contingent has always something up its sleeve to spring on the unsuspecting, something welcome and agreeable, something new to show its friends of value to them; and so it goes, with genuine good fellowship reigning supreme throughout.

The Cincinnati Butchers' Supply Co. exhibited John J. Duppss; H. and O. C. Schmidt; D. V. Champney; A. R. Michel; W. H. Sweet, and John J. Duppss the Second. Also "Boss" Sausage Linkers, Air Sausage Stuffer, 1918 model; "Boss," "U" and "Grate" dehairers, a cold storage door fastener called the "Slam & Lock" Royal Fastener, and photographs of 1,000 other varieties of machines.

B. Heller & Co.'s exhibit was presided over by W. J. Speller, the old "Spell-binder," J. M. Quicke and F. A. Harrington. The exhibit consisted of interesting and valuable literature, samples of Bull meat brand of sausage binder; Freeze 'em Pickle, Condimentine, Lard Purifier and Sausage Seasonings. Mrs. Speller served appetizing morsels of Freeze-'em-Cured bacon, cooked "justrite."

The White Company, Cleveland, Ohio, was represented by C. E. Doling, O. A. Cotton and A. H. Gibbons. F. H. Bowman is Chicago manager. The exhibit consisted of photographs of and literature explanatory of the various trucks the company makes, also announcing the new model heavy duty truck, 3 and 5 tons. "A War Message to Truck Users," by J. A. Hanley, is convincingly instructive.

The O. K. Angle Hole Reversible Plates and O. K. knives shown by the Korrett Kutting Manufacturing Company of Chicago at the convention are deserving of a great deal of commendation. They are a great improvement for the purpose for which they are intended, and give the best results with little expense and trouble. These plates and knives are being used by almost all of the largest meat packers, and the company wishes to be given the opportunity to show their worth by all packers using knives and plates.

Edwin C. Price Co. entertained friends en suite, E. C. Price, G. Greenleaf, Reed Gale and Lee Thiltges doing the honors. Price quality and service introduces the company's illustrated price list, unquestionably a handy unabridged reference for purchasers. Mr. Greenleaf is a star entertainer and salesman.

The Brecht and Company's exhibit included such stars as Harry Woodruff, A. W. Gaddum, S. R. Logwood, W. H. Hamman and W. A. Eyler. The souvenir they distributed reflected the map of "The Best Looking Guy at the Convention." In other words, a pocket mirror.

Many other associate members had representatives present, but they did not open formal headquarters. The Oppenheimer Casting Company distributed an elaborate souvenir in the shape of a handsome note book,

with pencil attached. The J. B. Ford Company, of Wyandotte, Mich., was represented by its Chicago manager, Mr. Willwerth, whom everybody knows and likes. Other concerns were also ably represented in the handshaking and friend-making part of the programme—not forgetting the one and only "Con" Yeager of Pittsburgh, and Sam Stretch, the spice man.

The Attendance

The attendance at the thirteenth annual convention was surprisingly large. In spite of war conditions, shortage of labor, the Liberty Loan campaign and the influenza epidemic and quarantine, more than 800 were registered at convention headquarters at the Hotel La Salle, and the convention badges gave out long before the applicants stopped coming in. They came from all parts of the country, and they seemed as interested and enthusiastic as ever. John W. Hall was on the job as chairman of the Reception Com-



JOHN W. HALL
(Cross, Roy & Saunders, Chicago)
Chairman Reception Committee.

mittee from the very start, and in spite of the handicap of an unaccustomed drought, he made everybody welcome in his own inimitable fashion.

Because of the order of the War Industries Board at Washington directing the conservation of news print paper, The National Provisioner is unable to devote the usual space to all features of the convention. This is war-time, and Washington orders must be and are cheerfully obeyed. It is hoped to publish the list of those present in a future issue.

A list of the Chicago committees in charge of convention arrangements is as follows:

General Committee on Arrangements, F. R. Burrows, chairman.

Hotel Committee, Charles E. Herrick, chairman.

Reception Committee, John W. Hall, chairman; C. L. Culver, F. K. Higbie, D. E. Hostetter, F. A. Hart, William Mullally, George W. Sayer.

Entertainment Committee, Beecher Starbird, chairman; David Robertson, M. D. Hardinge, Carl Overaker, J. S. Hoffman, H. Erickson, C. L. Coleman.

Dinner Committee, John T. Agar, chairman; R. W. Howes, secretary; E. S. Waterbury, W. B. Allbright, H. E. Cragin, Thomas Brennan.

Convention Snap Shots

If you don't see yourself among these snapshots, don't blame us. Blame the War Industries Board, which has asked us to save paper. Watch later issues of *The National Provisioner* for what we had to leave out this week.

T. E. proves himself as genuinely democratic as Woodrow.

That smoker show was so hot that it set fire to more than one paper cap.

An artistically lacquered matchbox was the handy souvenir distributed by the Continental Can Co.

Mack was mourned, but Bob was welcomed. Excuse the familiarity, Mr. Gould, but that's our homely way.

As impromptu impersonators Beecher Starbird and Myrick Harding are fully up to the Veribest standard.

The Cincinnati Butchers' Supply Company distributed a neat little souvenir in the form of a key chain and pendant.

It hardly seemed like a packers' convention without Charley and Joe Roth of Cincinnati. Some of the pep was surely missing.

"Al" Rohe will be in demand hereafter as a responder. Some little responder, say all who heard him at the convention opening.

"Salt" Williams had nothing on Herman Zauh of New York when it came to being polite to the ladies. Herman was game, all right.

Jacob Frankel represented the Western Veneer Products Co. of St. Louis, and he spent a profitable time getting acquainted with the trade.

Lieutenant Sauvage's story of the soldier-priest in the battle line was the master stroke of the programme-maker. How they thronged about him when he finished.

General Ryan grows younger with the years. And his eloquence never palls on a convention audience. The general and the Little Giant are the oratorical stand-bys.

They never fail to give Jim Agar a warm reception when he makes his annual appearance. The "Little Giant" has a personality that radiates enthusiasm and propagates it.

Meat packers know now better than ever what their industry has done toward the winning of the war. The realization is also filtering slowly but surely into the public consciousness.

General Ryan had an impressive escort from Cincinnati, the party including John J. Duppss, Herman and Oscar Schmidt, A. R. Michael, D. V. Champney, Al. Hunke, Fred Deitrich, and Charles Hughes.

H. J. Willwerth of the J. B. Ford Company is almost as much of an institution at packers' conventions as any of the founders. The Chicago manager of the Wyandotte business has a quiet but compelling way about him.

The key to the city was turned over to visitors by the Oppenheimer Casing Company, and they provided a key for each person, too. Nothing stingy about them. And when you know it was a skeleton key, to open all doors, you know what it meant.

Howes was the most ubiquitous secretary of the Dinner Committee ever had. No "disappearing room" for him; he was accessible to anybody and everybody with the dough for a banquet ticket. The only trouble was half of 'em persisted in calling him Burrows.

W. A. Eyler, representative of the Brecht Company in the South, attended his first convention. He is one of the kind that makes the meetings successful on the social side—can't help feeling cheerful when he is around. Ask him about the future of meat packing in the South!

The New York crowd was well chaperoned, as usual. "Prince Albert" Rohe had an able grand vizier in H. C. Zauh, and between them they saw that Louis Frank had a proper debut at packers' conventions. After 42 years in the meat business Mr. Frank found out what he had missed.

October 19, 1918

You spell it "Alexandre" in Scotch.

With Sam Stretch around, no additional illumination was needed.

"Con" Yeager arrived late, but made up for lost time when he did land. "Twouldn't have been the same without "Con."

When "Borax" Bill" Harris and "Tuberculosis Prevention" Rogers got together, then indeed 'twas Greek met Greek!

Livestock Expert James E. Poole came in from the Yards to size up the packer market. He can appraise packers as well as their product.

C. H. Hoeniger, of the American Packing Company, St. Louis, was one of the newcomers who got in and got acquainted in short order.

L. M. Christian, the New York meat broker, dropped in the second day en route from a five-months' vacation in Colorado, where he poses as a real ranchman.

Bob Hunter and Charley Cone sat at the press table at the dinner, representing respectively the Insurance Toot and the Coal Trade Bladder.

The influenza scare—"flu," as they call it in Chicago—certainly stopped some, if not many, from joining up. The Philadelphia delegation was conspicuously missing.

Carl Aldrich, of Wilson & Co., Nebraska City, aired his dehaired dome and likewise his candid opinion of everything and everybody un-American. The bald truth is Carl's long suit.

William Rohe of New York came instead of his courtly father, Charles Rohe, detained by important business. You would know him by the grace of manner. A chip of the old block.

J. J. P. Langton, the St. Louis broker, brought with him memories of that famous St. Louis convention of such happy memory, in the consummation of which he had such an effective part.

The indispensable "Jim" Hills was on the job as usual. This year Hills revealed another of his protean talents, when he led the singing of "America" at the opening of the convention. What can't "Jim" do?

Edgar R. Adler, president of the National Supply & Equipment Co., splits his time 50-50 with every caller. No matter how busy he is, he'll pull up and listen interestedly, even to an advertisement solicitor—and that's the acid test!

Secretary T. M. Tomlinson of the American National Live Stock Association stopped between trains en route to Washington, where he was going to help settle up the war. He would have been welcomed as a speaker had he not fled to catch his train.

When Gus Bischoff, Jr., appeared in the offing everybody's mind reverted to the St. Louis convention, the howling success of which was largely due to the efforts of Gus, Sr., and Gus, Jr. (pa's check-book suffered some), and other leading lights in the trade at St. Louis.

The Agar Quartette—James, Wood, William and John—respectively and respectfully as follows: The first tenor is getting to be a nice, dignified old gentleman; time was when—! The second tenor is quiet, sedate, shrewd and square. The baritone is aggressive, full of ginger, try anything once. The basso of the quartet is pleasant, smiling, happy and full of pep. Aside from that, they are conceded a "perty good bunch o' fellers."

The finest metaphor in the English language—"Never swap horses crossing a stream."

Boy! Page T.N.T. Langton, of St. Louis.

The Vanderbilts didn't turn up, but one of the Goulds did! Now laff!

George Beman, Simons, Day & Co.'s "Lead Kindly Light," illuminated the way—take it from we'uns.

Do you know of any good thing I can do? There are two translations to this. One goes as it lays; the other is in the vernacular.

Otto Blaurock, the gentlemanly genius presiding over the destinies of the Western Packing and Provision Co., intermingled. Otto has made good.

Cross, Roy and Saunders—all present—"Major Roy" now, if you please, Cross and Saunders being mere civilians. Bert says, "I'd look like—in a uniform, anyhow!"

Fred Begg, if that is possible, knows too many Chicago boys for his health's sake. The poor feller doesn't have time to get his second wind. They run him blind, but never off his feet.

W. C. Butler, of Darling & Co., the "go-and-get-the-business" exponent, took in the show and every one attending, in his line. Leave it to W. C., and he does it without ostentation, without eclat.

J. P. Brunt, of the Midwest Box Co., was right there with both feet—and God help anything J. P. puts his foot on! We get along with him very nicely, but then we treat him right. Gotta.

Elwood Uhlmann and Pete Tarnoski, president and general manager, respectively, of the Chemical and Engineering Co., are noted for doing everything thoroughly, be it work, play or raising—garden truck.

William F. Brunner of the Paterson Parchment Paper Co., has been visiting Chicago in the parchment paper business some decades. Known as the "Parchment Paper Kid" all over the U. S. Never misses a convention.

Fred Burrows, of the G. H. Hammond Co., as usual contributed time and energy without stint to the successful conduct of the convention. To his indefatigable efforts the association owes much of its success in many ways.

Ralph Waldo Emerson Decker, of Mason City, Iowa, and Chicago, Illinois, and Papa Decker, the family wot put Mason City on the map of the U. S. It oughter be changed to Decker City, by right of discovery by the Deckers.

A. W. Gaddum, Chicago representative of Brecht & Co., is a noted lobbyist. Sherlock Holmes has nothing on Gad. A guy has but to think of going into the sausage-making or kindred biz, and lo! Gad is there to see him next morning.

Harry Boore, the chief of the Chicago Board of Trade provision inspection department, doesn't outwardly enthuse. He has a hemorrhage of fun, as it were, and also has the secret of perpetual youth. Look at the boy, for a passenger on the Mayflower!

Fred G. Baker is the guy wot brought "Delicia" out, and she's a headliner now. Fred graduated from the Cudahy University, and when he hung out his shingle, Prexy Cudahy said, "Now, Freddy, if things don't go right, there's always a chair for you in the old university."

E. W. Bromilow, of the Continental Can Co., is in a class by himself, like Fred Stone. If we knew our friends said as many nice things of us as his friends say of him, we'd be in Dunning Asylum proclaiming ourself the Supreme Mogul of the Universe. As a sartorial effect, Jim Ham should apologize to Brom.



CHARLES E. HERRICK
(Brennan Packing Company, Chicago)
Chairman Hotel Committee.

When this is all over we gotta go out among 'em and stand the gaff for all this stuff. And how they rave, but what do we care?

A recent acquisition, M. F. Austin of the J. C. Francesconi Co., is one of the kind we love to see come into the order. The kind of a feller you take a "shine to" right off'n the reel.

"Doc" Bennett, of the U. S. Standard Serum Co., the "original Cupid," dropped in and gave us a shot in the arm. Doc's middle name is "Dynamite," and he acts right up to the name when occasion requires.



JAMES R. HILLS
(Swift & Company, Chicago)
Chairman Registration Committee.

A. M. Adler & Co., grease and tallow dealers, are men who deal "off'n the top" all the time. "Art" Adler and "Glen" Evans did the honors, and a noisier pair of ginks could not be found ballyhooing on State street.

Macy C. Good said his little piece for the Nubian Paint and Varnish Company like a veteran.

To say we all missed John J. Felin, of Philadelphia, but faintly expresses our disappointment.

James A. Greenlee, one of Chicago's star parchment paper salesmen, graced the occasion with his presence.

L. E. Griffin ably and courteously represented P. G. Gray & Co. of Boston, Mass. Griff is one of our stand-bys.

F. Clark, of the North Packing and Provision Co., Boston, took in the whole show, to his evident enjoyment.

Watch your step! Here comes Fred Fuller, proprietor of Des Moines, Iowa. An old National and international warrior, the man who put the prod in byproducts.

And now we come to John J. Dupps, of Cincinnati, Ohio. John has a host of friends in the trade, and is justly deserving of them. He's a healthy old scout, even to look at.

Hermon A. Fleming, popular member of the brokerage concern of Fleming, Lufkin & Co., Boston, is a "regular," an F. F. V. member and everything that goes with it. Hermon is worth knowing.

The Davidson Commission Co. fully represented—Asa hisself, Billy White, Fred Harrison, Guy Fridley and all the rest of the boys. "Ace" is "ace-high" as an entertainer. He grooms the bull, and the rest of 'em work!

Lou Doggett has the most satisfying, convincing, all-American way of saying "Damn the Kaiser!" you ever heard. He hangs all kinds of frills and thrills and chills and things onto it. Everett True has nothing on Lou.

William D. Flanigan, the Sullivan Packing Co.'s capable superintendent at Detroit, came along to see that Walter McFarlane didn't get lost in the push. "Thou shalt not pass!" don't go with Bill. He gets by—how yuh goin' to stop him?

John M. Danahy, of Buffalo, is another pillar, succeeding his popular and highly respected father, one of the charter members of the association. Both the social and business sides of the meeting appeal to Mr. D., and he attends regularly.

H. C. Gardner, of Gardner & Lindberg, packinghouse architects and engineers, and originator of several highly commended cooling, chilling and freezing apparatus, a deep student of such and kindred matters, took time to drop in and say hello.

Oscar Danzeisen, the Decatur, Ill., packer, was the first to appear at the first convention, and arrived early in the evening of the day before. Oscar watched some of us guys as though he expected to be robbed and maltreated, until he became convinced we were friendly. Now you can't keep him away.

Al. Eberhardt hails from and reigns in Austin, Minn., and Austin has much to answer to Chicago for. Many of Chicago's innocent youths, like Jack Hall, have been led astray from the crooked path to crookeder by Austinites. What Austinettes might accomplish in "Chi" is too terrible to think about, if they are like Al!

Jim Duggan, erstwhile popular and successful Packingtown salesman, supplies, etc., is now representing W. G. Press & Co., Board of Trade operators, with offices in the Exchange building, U. S. Yards. Jim has always been a good old scout, and we appreciate him, betcherlife.

Fred P. Hart bids fair to out-Fred Fred as a business man, and that's going some. Blood will tell.

They are still talking about Myrick Hardings paper—read at the last convention. A classic—worthy of the author. Come again, Myrick!

W. R. Mensel, the "live wire" of the American Glue Company, Chicago, is one of the best received boys in the business. Inspected and passed.

"Pete" Henschein, of Henschein & McLaren, packinghouse architects and engineers, was on the scene, not so far behind J. Ham. Lewis, as a sartorial effect. Pete ain't no comer—he's came.

Of course we cannot pass up P. J. Hamler, the boiler and tank man. Pete begins to look like a "good old daddy," and he's getting back his double chin. He's a purty "good old daddy" for the shape he's in.



EDWARD S. LA BART
(Wilson & Company, Chicago)
Chairman Press Committee.

Mack wasn't there in the flesh, but his soul was with us exhorting us to "Now all pull together!" Useless to say, everybody missed him and expressions of loving kindness to his memory were unanimous.

H. R. Heyman, of the Indian Packing Co., lent his charming personality to the occasion. We know whereof we speak when we make this assertion, and we know personality counts in business, and H. R. is there with the goods.

Fred A. Hart, the noted casing gentleman, always attends, ostensibly to chaperone John Hetzel. John needs a chaperone; Fred don't—like Kelly don't. Any guy wot trained with the old gray wolves needs more'n a chaperone; he needs half a dozen.

The Only Way is Ridgway. The gems of thought, the poetic effusions in them ads of his'n is soul-inspiring, uplifting—elevating, you might say. His euphemism is beyond compare; as per that beautiful exhortation he spills to "Hook 'er to th' biler."

Charles Hanson is the Thomson-Taylor Spice Co.'s star salesman. You know nothing about condiments until you have heard Prof. Hanson expatiate thereon; then you will understand why and how T. T. S. Co. could and did build up an immense business and as immense an establishment to take care of that business.

C. P. J. Kroeck, of Milwaukee, is one safe bet anyway, and every way. Some old wheel horse.

Fred Krey, owner and manager of a considerable part of St. Louis, blew in and mingled.

Henry Marx, of the Oppenheimer Casing Co., never renigs, never balks. Same old reliable Hank.

"Mike" Murphy, the King of Omaha, conventioned in regal style. Mike was the inspiration for that "Rex" or Royal brand.

John F. Havens can tell you instantly the hairiest side of any animal. He breaths hair, exudes it, knows it like a duck—hellova simile! Wot?

Oscar Mayer was right. "Good intentions are paved mit hell!" The former night Mayor of Chicago is well and hearty and still able to take a little nourishment.

C. Kerber, of Elgin, and his side-kick, Supt. Monroe, took part in the festivities. Chas. has an awful time making Monroe behave. Charles is a stickler for "good form."

John W. Hall has been running on high for several weeks, and putty near all in. Jack deserves a lot of credit for the way he worked to make the meeting a success.

Frederick K. Higbie, of the American Meat Packers' Supply Co., stuck around home party close for a week or ten days prior to the melee, so as to be in shape to do justice to the occasion.

Frank McClure, the old-time and popular member of Morris & Co.'s purchasing department, is now with the Hartford City Paper Co. Frank has a host of friends in the trade, and he won 'em fair.

Messrs. Miller, Robertson and Colbert did the conventioning for Miller & Hart. Nothing reckless recorded of their doings, excepting Dave Robertson's part in the play of "The Innocent" (Salt) Abroad.

William H. Knebans, of the Packers' Architectural & Engineering Co., one of those guys c'd get by Saint Peter, he has that way with him. He has just one questionable habit; he hobnobs with Gaddum. Otherwise, Bill is O. K.

E. C. Merritt, head of the Indianapolis Abattoir Co., always had our admiration, but why does he train with such renegades as Jack Hall and Ralph Decker? A man of E. C.'s standing should be more careful picking his company.

Maurice Loeb, of the National Sanitary Service Co., says little, but saws wood. Maurice says, "Talk's cheap; it takes my rig to catch all the grease while it's yet alive; before old F. F. A. gets in his destructive work."

Robert C. McManus—our Bob—didn't start. Done gone broke a leg, all bets off. Everybody disappointed he couldn't take the part of Major Domo of the smoker, as assigned him. Here's 'oping you will soon be about again, Robert.

Bill Mullalley (runs to 1, that Mullalley feller), came from the oil men's convention, held in New York the week before, and headed right into the packers' meat—no, meet. He can go on any track in any kind of going, Bill can.

Ed. La Bart, our indispensable press agent, is an impressionist of the first quality, and Editor of The Wilsonian, a paper devoted to the interests of the "The Wilson Family," without discrimination, all over the world. Very good, Eddie!

(Continued on page 175.)

PRACTICAL POINTS FOR THE TRADE

ILLUSTRATED ANSWERS.

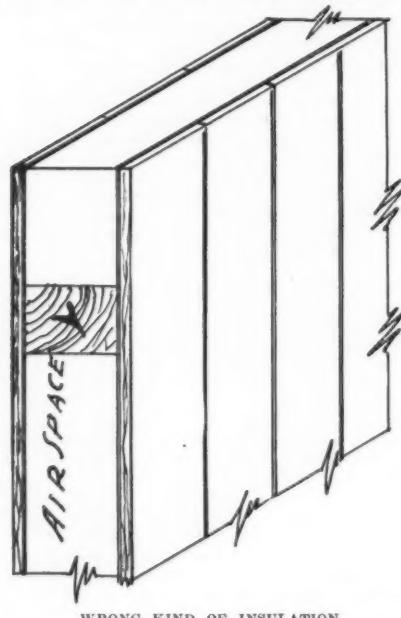
(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

GOOD VS. POOR INSULATION.

A packer, who is an old subscriber, writes as follows:

Editor The National Provisioner:

Our business has grown so much within the past year that we find it necessary to enlarge, and are now considering plans. We should like advice particularly in regard to



WRONG KIND OF INSULATION.

insulating our coolers. In the old plant we have had a lot of trouble in this particular. What would you suggest?

The best is none too good in the matter of cooler insulation. Your trouble in the old

plant was probably due to lack of modern insulation.

It is rather surprising to find that there are still a number of architects who are not familiar with the value of insulating materials. These architects are, of course, not packinghouse architects; their main work consists of civil work, such as dwellings, etc. But there are still a number of packers who, for some reason or other, engage these architects to design abattoirs and similar plants. What is worse, some packers even do not realize the great importance of good insulation.

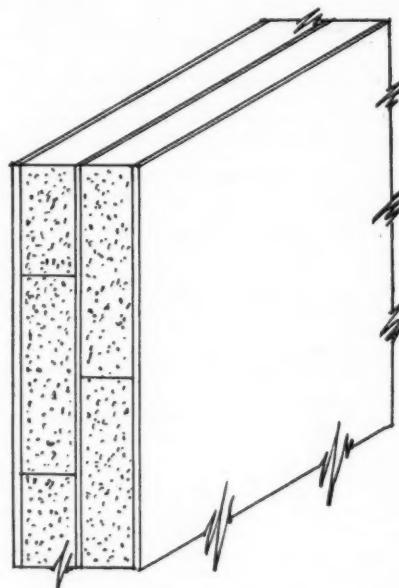
To point out what it cost the owner in dollars and cents to ignore competent professional advice and counsel, a case is illustrated which shows this very clearly. The building in question is at this writing in the course of construction, and its purpose is that of an abattoir, which will handle about 75 to 100 head of cattle daily. The location is in a New England state. The writer was present and listened to some of the arguments of the ice machine and insulating salesmen with the architect.

The plans showed that the coolers were 70 feet x 30 feet x 20 feet high. The ice machine man questioned the architect about the insulation, and the architect was a bit puzzled. What did he mean by insulation? The cooler walls? Oh, yes, they will be constructed with 2 x 6 inches, with two layers of paper on each side, and sheathing to finish off inside and outside. There was to be no insulating material of any kind in the cooler walls.

The architect explained that he had designed some of these boxes for butchers in town and they were giving fine results. The insulating man then asked the architect if he had ever had the opportunity to compare the difference between a well insulated cooler and the kind he had designed. The architect had not, but after a little conversation with the insulating man the architect agreed that

it would be very good policy to ignore his specification on the coolers, and provide insulation.

But the owner complained about the high cost, and during the conversation some interesting facts were presented. Estimates on the construction showed that there would be a difference of about \$4,000 between the good and the poor insulation. The ice machine man began figuring and established the fact that it would require 8 tons more refrigeration to take care of the heat transmission as between the good and poor cooler walls. The operating cost with poor insulation would be



RIGHT KIND OF INSULATION.

about \$1,440 more per year, figuring power alone at 2 cents per K. W. hour. This did not include the cost of water. There was a saving.

(Continued on page 156.)

WASTE PRODUCTS

A LESSON IN THRIFT AT THE CHEMICAL EXPOSITION

One thing that impressed those who attended the Fourth National Exposition of Chemical industries, was America's new industry of Reclaiming Waste Products and altho one of our infant industries, nevertheless it has already grown to enormous importance and already yields handsomely in profits.

The lesson of Thrift in America is being well taught and as well learned. Thrift does not stop in the purchase of War Savings Stamps and Liberty Bonds, but is being well extended to the saving of waste products—the production of numerous chemicals previously imported almost entirely from Germany.

Swenson Evaporators are playing an important part in this new industry and Swenson Service is always ready to co-operate in the development of some new process. Swenson Experience dates back further than that of any other evaporator firm in the United States and from the mere fact that over half of our orders are repeat orders, concedes Swenson Conservatism.

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WHEN THE WAR IS WON

Every packinghouse and supply man who attended the thirteenth annual convention of the American Meat Packers' Association was primarily concerned in exchanging views with others of the trade as to the future of the packing business after the war is won.

When the Kaiser and his hordes have been driven across the Rhine and properly whipped, then the world will face a period of reconstruction unparalleled in history. Belgium must be restored, reforested and re-stocked. What is true in Belgium nearly as a whole is true of parts of other territories invaded and devastated by the Hun.

Within the past few years the conditions incident to operating a meat packing establishment have been severe, and at many times such as to cause considerable anxiety to the men who have invested their life's labor in the business. While the members of the industry have given every assistance to the Government, aid appreciated by those branches of the Government to which it was offered, other parts of the same Government, without apparently considering the vast benefits of the packing industry in the war, have indulged in unjust criticism and stinging denunciation of the one industry which has not only stood the war test, but has developed without Government assistance in the way of capital during the war.

In spite of this attack from behind, the industry gave the Government all it had in resources and in personal effort. At times the Government's demands for supplies have

THE NATIONAL PROVISIONER

strained the resources of the packing industry to the breaking point, but always the way was found and the appeals fully met, and today the darkest hours have been passed.

But a considerable portion of the public has been furnished with highly colored and skillfully worded reading matter, appealing especially to the sensational newspaper publisher, who has added fuel to this pre-determined plan to further inflame the public mind with the object of furnishing a basis for a political demand for taking over the packing-house industry. Notwithstanding these vicious assaults, the packing industry as a whole has stood up well under this gas attack and is emerging to the position in the public estimation which it merits.

Having survived, the packers found the thirteenth annual convention of marked interest, because they could discuss the future of the industry with a clearer vision.

On the whole the outlook is favorable, and any immediate cessation of hostilities cannot affect the industry as it will dozens of others. The production of ammunition, airplanes and similar supplies can be stopped at once when peace comes, but the feeding of the vast armies and starving civilian populations abroad must continue for a long time after peace is a fact, and while the armies are being demobilized and the devastated countries reconstructed. Then, too, the European countries have been slaughtering much of their breeding stock, if our reports are correct, and this means we must keep up our efforts for some years to come to take care of the greatly increased business of the world.

The packers have done their share in a big way, and they are coming into their own in public regard.

THREE MORE BY-PRODUCTS

Long ago people stopped trying to keep count of the by-products of the modern packinghouse. The ingenuity of the packing-house chemist and his collaborators in the plant were too much for the ordinary lay memory; the list grew too long. People acknowledged that the packer could turn everything to use, and let it go at that.

It has remained for the war to add to the list of packinghouse by-products, and in a vitally important way. Packers have been called on to solve many problems since the war started and they have risen to the occasion in the laboratory as well as in the plant. They have not only met the need for meat food for the armies of democracy—a demand that none but an organization like that of the modern meat packing industry could have met—but they have gone further.

Three important war discoveries, two of them having a direct military value and one having a world-wide economic significance,

have just been made public at Chicago. These discoveries of the chemists in the laboratories of the packing plants have come about as the result of continuous efforts to aid in solving war problems.

The cheese industry of the world has been rescued from the shortage of rennet, of which importations from Denmark have been greatly curtailed. A new curding agent, rennase, can now be made from the stomach of the hog. Rennet was obtained from the calf's stomach. Quantities of rennase have been shipped to cheese makers in this country, in the Argentine, in England, in South Africa and in Australia. The scarcity of rennet can no longer cripple the industry.

Another discovery is thromboplastin, a blood coagulator obtained from the brain of kosher-killed cattle. It is stated that some of this material already has been exported to France, and used there to hasten the coagulation of blood in soldiers' wounds.

The third of the revelations was that surgical ligatures, a by-product of the industry, are now being made in such ways that they will dissolve into the flesh at the end of a definite period. They are "timed" for ten, twenty or thirty days, and the surgeon needs only to exercise his judgment as to when the wound will heal, and then select the ligature accordingly.

It would seem that the meat packers are not such terrible people, after all!

TRANSPORTATION PROBLEMS

Can the transportation equipment of the country keep pace with the increased production of our manufactories and industries? It can and will, providing the same caliber of efficiency is employed in the use and maintenance of our transportation equipment that is responsible for the gigantic production schedule now being maintained, and never before put into operation by any country in the world.

It seems as if the development of the motor truck, which started before the war, and which made unusually rapid strides between 1914 and 1915, was the work of Providence, says a motor truck specialist in discussing this subject. The motor truck designers and manufacturers must have worked by inspiration. They must have intuitively felt that, while perfecting the motor truck for commercial use, looming somewhere in the near distance, was a far greater use that would demand all the improvements they were able to make.

The war, as far as we at home are concerned, has dwindled down to a matter of production and transportation—outside of the question of financing—and due to more time and study being devoted to production, transportation has become one of the greatest questions of the day.

October 19, 1918

TRADE GLEANINGS

The plant of the Inter-County Packing Co., New Richmond, Wis., has been rented by J. L. Brennan, of Sioux City, Iowa.

The fertilizer plant of the Wolff Packing Co., at Topeka, Kan., has been destroyed by fire, with a loss of \$15,000. Cause of fire unknown.

The Frank P. Wood Company, wholesale provision dealers of New York, N. Y., has purchased a four-story building, 24 x 62, on Water street.

Werner's Packing Company, Gary, Ind., has been incorporated by Bernhard Werner, Joseph Berger and Carl Rogers, with a capital stock of \$2,000.

A meat packing plant and sausage factory will be operated by the Beaumont Packing Co., Beaumont, Texas, organized by J. M. Shand and A. F. Bell, both of Chicago.

S. V. Nevanas & Co., New York, N. Y., has been incorporated with a capital stock of \$150,000 by W. W. Lancaster, S. V. and H. H. Nevanas, 44 Broad street, New York.

The Adeline Soap & Chemical Co., New York, N. Y., has been incorporated with a capital stock of \$50,000 by L. Stein, of Long Island City, N. Y., and J. Halper, 152 West One

Hundred and Forty-eighth street, New York, N. Y.

The Russell-Coleman Cotton Oil Co., Houston, Texas, increased its capital stock from \$100,000 to \$300,000 and the name has been changed to Russell-Coleman Oil Mill.

Stockholders of the Farmers' Co-operative Packing Company, Huron, S. D., have given their indorsement to a plan proposed to increase the capital stock of the company from \$1,000,000 to \$2,000,000, and it is reported that work on the construction of the new plant will begin immediately.

The Hewitt Soap Co., Dayton, Ohio, has been reorganized with A. Hewitt as president; James M. Hewitt, vice-president and sales manager, and Paul H. Koenig, secretary and general manager. The interests of the Lehman Brothers and Joseph Hertman have been taken over. The plant is being reconstructed and much new machinery is being installed.

A large portion of the plant of the Union Brewing Company, of St. Louis, is being converted into an oleomargarine factory, it is announced by Otto F. Stifel, president of the company. Machinery and stocks amounting to \$110,000 already have been purchased, Mr. Stifel says, and additional supplies will be bought between now and December 15, when it is expected the oleo plant will be in operation.

LICENSE BUTCHERS AND HIDE MEN.

Officials of the hide, leather and tanning materials section of the War Industries Board are still wrestling with officials of the Board to allow them to license tanners, butchers and hide dealers, says Hide & Leather. As the proposition now stands, the experts hope to have one special license for the tanners and one for the hide dealers and butchers. The matter has been before members of the Board for a long while, but no one seems to care to put a final say on whether this licensing should go through or not.

PUBLISHERS' STATEMENT.

Statement of the ownership, management, etc., required by the Act of Congress of August 24, 1912, of THE NATIONAL PROVISIONER, published weekly at New York, N. Y., for October 1, 1918. State of New York } ss. County of New York } ss.

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared Robert G. Gould, who, having been duly sworn according to law, deposes and says that he is the Business Manager of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager, are:

Name of Post Office address.

Publisher, Food Trade Pub. Co., 116 Nassau St., New York, N. Y.

Editor, Paul I. Aldrich, 116 Nassau St., New York, N. Y.

Managing Editor, Paul I. Aldrich, 116 Nassau St., New York, N. Y.

Business Manager, Robert G. Gould, 116 Nassau St., New York, N. Y.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock) Food Trade Pub. Co., 116 Nassau St., New York, N. Y.; Estate of J. H. Senner, 116 Nassau St., New York, N. Y.; Estate of Julius A. May, 116 Nassau St., New York, N. Y.; Estate of Geo. L. McCarthy, 116 Nassau St., New York, N. Y.; Hubert Cillis, 116 Nassau St., New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as stated by him.

(Signed) ROBERT G. GOULD.

Business Manager.

Sworn to and subscribed before me this first day of October, 1918.

(Seal) MARIA B. PHILLIPS.

(My commission expires March 30, 1919.)

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are not always lasting ones, but don't handicap your products by using containers that are inferior in appearance.

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made of high-grade metal by skilled workmen—are absolutely air-tight, and so strong in construction that they cannot be injured in transportation. Their superior appearance adds a favorable impression to the character of your products.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Higher—Good Buying—More Confidence—Government Orders a Factor—Hog Movement Large.

The conditions which have prevailed in the provision markets the past week have continued to be those of irregular movement of future prices, and a very sharp recovery from the low point which was seen last week. The recovery has been accompanied by quite liberal buying and covering of speculative shorts, as well as by reports of quite large buying by packing interests, and a more confident feeling regarding the future. The fact that the market has shown such a speedy recovery has been a feature of a good deal of interest, and has attracted rather widespread attention. The rally was accompanied by a repetition of the report regarding the probabilities of the size of the Government and Allied orders for export; while this was not new, still the reiteration of the fact that conditions have not been changed, and that the needs of the Government, the Allies, and the neutrals would be in the neighborhood of 2,600,000 tons of product the coming year, or 1,050,000 tons more than last year, was enough to start shorts to covering, and to bring renewed confidence as to the general position of the market.

The movement of hogs was on a large scale, and the receipts at interior markets continued heavy. This was reflected in the packing returns for the week, which showed a big increase over the corresponding week last year; the total for the week was 548,000 compared with 490,000 the preceding week, and 270,000 a year ago; the packing for the season to date has been 17,466,000 against 14,647,000 last year, an increase of nearly three million hogs. This, with the conditions as to weight and quality this year, means a large increase in the supply of meats and fats compared with a year ago. The results of this big increase in packing would naturally be looked upon as bringing a corresponding increase in the stocks of product, but the mid-month report of the stocks on

hand in October was quite disappointing. The total supply of contract lard is less than 3,000,000 lbs. against 33,619,000 a year ago and the stock of other lard has shown a decrease for the half month of nearly eight million pounds. The comparative statement of stocks follows:

	Oct. 15. 1918.	Oct. 1. 1918.	Oct. 15. 1917.
Mess pork, reg., brls.	8,247	9,130	7,581
Lard, contract, lbs.	12,829,940	15,183,446	33,619,161
Lard, old, lbs.	69,819	69,819	...
Other lard, lbs.	10,052,794	17,943,701	5,575,490
Short rib sides, lbs.	6,847,750	10,724,194	3,654,864
Extra S. G. sides, lbs.	5,123,501	5,359,141	774,260

It is expected that the packers will meet with representatives of the Food Administration on October 25, to discuss the price of hogs for the month of November; it will be very difficult to get the price of corn during the month of October, as the basis for the November hog price, so that it is possible that the figures used might be the figures as of October 1, rather than during the entire month. Whether this proves satisfactory or not remains to be seen; it is expected that the average price will have to be lowered, owing to the decline in corn, which has been so radical during the past month. As the price of corn, however, on October 1 was considerably higher than the prices which prevailed later in the month, the change in the hog price may not be so radical as has been anticipated. The fact that the Government stands prepared, however, to put in large orders, and that their orders will probably be based on the average of the hog price, will be a very important stabilizing influence, as the amount of products which the Government orders will take care of is estimated at fully half of the output. With the surplus taken off the market through the Government

orders, at the stabilized price, the amount which will be available to come on the commercial market and for domestic distribution will not be burdensome. It is believed that unless the movement of hogs is excessively large, this supply will be easily absorbed, and in connection with this a great deal of attention was directed to the mid-month statement of stocks at Chicago, on the ground that if under the enormous movement of hogs which has been seen so far this fall there has been a decrease in stocks, there would probably be no burdensome accumulation of stocks unless the movement of hogs was greatly in excess of expectations, and there should be a considerable pause in Government orders.

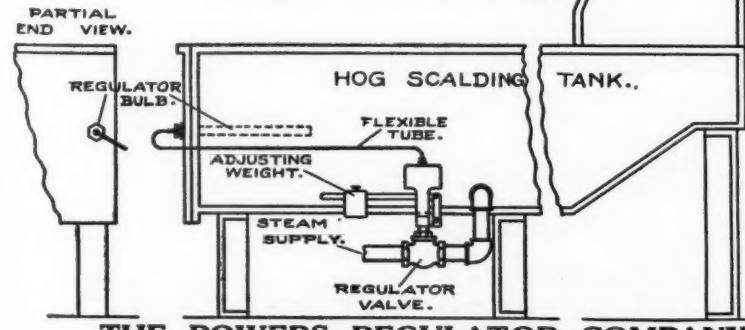
In regard to a pause in Government orders, of course, much depends on the shipping programme, and it is possible that with the intimation given some time ago by the Food Administration that, owing to the demand for war material there would be a let-up in the exports of grain, there may also be a let-up in the exports of provisions which might result in some backing up of supplies, temporarily, in this country.

While the movement of hogs has been much in excess of last year, the total receipts have not been so much out of line with several preceding years. The figures for receipts at Chicago for several years past show the comparison of the movement, and also indicate that from this time forward there should be a radical increase in the movement of hogs to market, leading up to the maximum movement in December, or possibly January:

The following table exhibits the receipts of hogs at Chicago monthly for the years named:

Month.	1918.	1917.	1916.	1915.	1914.	1913.
January	768,644	1,170,945	1,286,616	976,458	766,643	864,701
February	965,164	826,492	991,822	782,359	683,456	691,497
March	1,012,261	650,075	754,045	686,996	562,972	607,986
April	813,714	559,919	564,859	498,351	461,980	561,106
May	679,892	603,952	635,261	593,465	481,730	586,621
June	533,374	528,184	593,260	501,315	611,743	650,695
July	654,215	498,696	549,035	536,229	487,549	552,178
August	451,586	351,853	604,489	465,494	430,043	592,184
September	410,424	260,308	483,911	432,381	382,292	614,287
October	.....	445,338	796,849	430,694	538,280	659,908
November	.....	718,457	1,089,928	860,017	463,894	662,878
December	830,392	1,178,112	1,230,633	1,065,554	922,474

Automatic Heat Control in Hog Scalding and Washing



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BEEF.—Locally the market is very steady. Meas., \$35@36; packet, \$36@37; family, \$40@41; East India, \$58@59.

LARD.—The local market was easier, due to liberal hog receipts and weakness west. Quoted: City, 26c.; Continental, \$28.50; South America, \$28.90; Brazilian kegs, \$29.90; compounds, \$23.50@23.75, nom.

PORK.—The market was weaker, with the break west. Quoted: Meas., \$40@42; clear, \$42@50, and family, \$53@55.

SEE PAGE 162 FOR LATER MARKETS

REGULATE KILLERS AND RENDERERS.

Amendments to the regulations governing stockyards, and dealers in livestock at stockyards subject to license under the supervision of the United States Department of Agriculture, were signed by the President on September 24. The amendments extend the regulations to include all persons not included in the proclamation of June 18, 1918, engaged in the handling, buying, selling or otherwise dealing in live or dead stock.

All slaughterers and renderers who buy stock regularly at stockyards, directly or through exclusive agents and who have not already obtained or applied for licenses, are now required to secure licenses as buyers. Such concerns which already have secured licenses and been designated as traders may submit their present licenses to the Bureau of Markets for the necessary correction, without making another application for license.

MARKETING HOGS BY MOTOR TRUCK.

"A use of motor trucks that further demonstrates their adaptability for agricultural work, is that of helping growers deliver hogs to market," says C. T. Silver, Metropolitan Distributor of the Kissel Motor Car Co. "Live stock growers have been hit by the scarcity of railroad equipment just as hard as manufacturers. It did not take the live stock growers long to see that it was up to them to solve their own transportation problems. The motor truck was investigated and it was not long before hogs were being transported via this means."

"Hog shippers have built double-deck trucks which are proving practical from a service standpoint. In a great many cases, these shippers not only make two trips every 24 hours, one during the day and another at night, but they make 80- and 90-mile trips without physically affecting the hogs in any way."

STOCKS OF PROVISIONS.

Official reports of stocks of provisions at chief centers at the end of September are summarized as follows, compared to a month ago and a year ago:

PORK, BBLS.			
	Sept. 30,	Aug. 31,	Sept. 30,
Chicago	56,247	66,718	38,502
Kansas City	6,838	9,025	5,884
Omaha	10,333	10,566	6,858
St. Joseph	3,421	3,587	2,799
Milwaukee	7,424	8,090	4,001
Total	84,263	97,986	58,044
LARD, LBS.			
Chicago	33,206,966	34,723,949	47,165,658
Kansas City	4,739,326	5,232,771	1,630,874
Omaha	4,210,118	3,184,774	2,172,061
St. Joseph	1,633,796	1,297,974	3,299,492
Milwaukee	2,340,904	2,96,900	648,480
Total	46,131,204	47,426,434	54,925,565
CUT MEATS, LBS.			
Chicago	100,006,920	140,205,181	93,305,932
Kansas City	44,868,200	51,381,000	29,768,600
Omaha	32,464,261	43,161,500	34,432,638
St. Joseph	23,237,023	27,473,400	23,027,950
Milwaukee	26,13,260	23,873,750	6,377,322
Total	230,389,664	286,004,801	186,912,451

Trade Commission Vindicates Meat Packers

The Federal Trade Commission on Tuesday announced its findings in the case brought last summer by its investigator against Wilson & Company for alleged sale of bad meat to the Army at Camp Travis, Texas. The commission's investigator at that time gave the newspapers quantities of sensational charges against the packing firm, which were duly "played up" in the daily press.

Now comes the commission and admits that each of the seven charges brought by it against Wilson & Company is without foundation, and that it dismisses all these charges for lack of evidence. Extensive hearings were held, but the alleged evidence presented has been thrown out. The exoneration gets a few newspaper lines, where the charges, now admitted to be baseless, got columns of publicity.

The dismissal of these charges against one packing firm is considered to carry with it exonerations of all meat packers from any implication of furnishing improper meats or products of any kind to the Army or Navy. In other words, the packers get a "clean bill of health."

The following comment on the decision was made by Thomas E. Wilson, president of Wilson & Company, who insisted upon a thorough airing of this case and who fought it to a finish:

"We have never had the slightest doubt that we would be completely exonerated. The moment the charges were made I personally asked the commission for an immediate hearing and investigation. This request was granted and they investigated every charge against us in the most searching way and left no avenue of possible evidence unnoticed.

"Not only did we present all the evidence we had in our own defense but we freely offered every available bit of information to the commission which would enable it to sift the charges to the bottom and arrive at a definite final decision.

"This decision, coming at this time, will strengthen the faith of the public in the ability and integrity of those officials of the Army and Navy whose duty it is to purchase food supplies for our forces, as well as, I hope, in the care and exactness with which Wilson & Company is and has been carrying out its enormous tasks in providing the meats and meat food products which the Government requires of it.

"The exoneration is gratifying to us, even though it was fully anticipated. I believe those officials of the commission who directly participated in the hearings will say that our side of the case was conducted as rigidly and impartially as was theirs."

DEATH OF F. H. W. KRENNING, SR.

Preparations for attendance at the packers' convention were sadly interrupted at St. Louis by news of the sudden death on Saturday evening, October 12, of Frank H. W. Krenning, Sr., treasurer of the St. Louis Independent Packing Company. Mr. Krenning was one of the leading and most popular members of the St. Louis packers' fraternity, and the unexpectedness of his demise was a shock to those in the trade who knew him. He had been in good health apparently, and was engaged in a game of checkers with his wife in their St. Louis home when he was stricken. Death was due to heart failure.

Mr. Krenning was 68 years of age, and for many years he had been a leading business man of his city. He made a marked success in the glass and queensware business, from

which he retired some years ago. He had been a large stockholder in the St. Louis Dressed Beef & Provision Company. In 1903, upon the formation of the St. Louis Independent Packing Company, he became one of its chief stockholders and officers, and was one of those to whom the success of this well-known packing firm may be attributed.

Mr. Krenning at the time of his death was also president of the Krenning-Westermann China Company of St. Louis, and president of the Whitehall Sewerpipe & Stonework Company of Whitehall, Ill. He was a prominent figure in Masonic circles, having been a member of the Moolah Temple, Mystic Shrine and of the Scottish Rite. He is survived by his widow and six children: Frank H. W., Jr.; W. W. Krenning, Mrs. A. J. Piatt, Mrs. E. E. Haverstick, Mrs. E. H. Bosse and Mrs. W. B. Jarrell. The funeral was held on Wednesday, and many of those at the Chicago convention departed on Tuesday evening to be present at the services.

INFLUENZA STOPS PRICE CHANGE.

The War Industries Board announced on October 14 that in conformity with the request of the Government, as a precaution during the present epidemic, Chairman Baruch directs that all meetings with industries that were planned October 15, 16 and 17, and also all others planned to be held after October 16, are to be cancelled.

This does not apply to regular office and inter-departmental meetings, but these also are to be held down to the minimum. Each Section Chief of the War Industries Board was instructed to telegraph those industries whose representatives expected to come to Washington that all meetings have been deferred until further notice.

There were quite a number of representatives of different industries scheduled to meet and confer with the War Industries Board on October 15, 16 and 17, among whom were ten representatives of the packers, feed and cattle men who were to meet in Washington on October 16, and thereafter meet with the Price Fixing Committee on October 17, for the purpose of fixing prices for the period from November 1, as the prices now in force would terminate on October 31.

By an informal agreement that was reached on Tuesday between the packers, cattle and feed men and the Department, the current prices will continue until further notice, or rather until the epidemic of influenza moderates sufficiently to enable the Department to issue another call.

GOOD VS. POOR INSULATION.

(Concluded from page 152.)

ing of at least \$1,500, with the water included at a very conservative figure.

But in addition there would be the increased cost of the initial purchase price of the ice machine, amounting to at least \$1,500, so that the total saving on the first cost was really only \$1,000. This sum could, of course, only be saved the first year, whereas the second year and every year thereafter the saving effected by the good insulation would be over \$1,500 yearly, plus better service.

The sketches show very clearly the difference in the construction of the walls as between good and poor insulation.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market during the past week has been very steady; there has been no special interest shown, but there has been firmness, due to the position of competing fats. There has been no evidence of any recession, either in lard or in the competing oils, and the demand for tallow has remained steady, to such an extent that offerings have been readily taken off the market at full quotations. There seems to be but little evidence of any immediate change in the situation. The movement of cattle continues very liberal and the production of tallow is large, while the production of other animal fats is also large, owing to the heavy packing, but these fats are being taken care of, and are not coming on to the market. This was shown in the large decrease in stocks of lard during the past two weeks at Chicago, notwithstanding the enormous packing. The demand from oil is good, and there is a persistent demand on account of the glycerine requirements, which means that there is a ready market for not only the choice tallows, but for the inferior tallows. Quotations for city specials are 19c. and special loose 19½c.

OLEO STEARINE.—Prices have remained very firm during the week, and are approximately unchanged from those of a week ago. There has been a fair interest in the market, and while the volume of business has again been comparatively light the offerings have been absorbed and wherever product has been available, it has been taken care of. There seems to be little evidence of any accumulation of supplies in the future, as the absorption of product and the good demand for the articles into which stearine goes means that there is likely to be a ready absorption of the probable production. Quotations at the close of the week: Oleo, 24@24½c.

SEE PAGE 168 FOR LATER MARKETS.

OLEO OIL.—The market is quiet and barely steady. Extras are quoted at 27½c., according to quality.

PEANUT OIL.—Demand for crude oil is rather quiet, but prices are held at \$1.37. Refined oil is in quiet demand, but steady. Foreign oil is quoted at 18½@18½c., sellers' tanks. Edible spot in bbls. at 21½@22c.

NEATSFOOT OIL.—Trade is inactive and quotations nominal. Prices are quoted, 20 cold test, \$3.20@3.25; 30 degrees at \$2.70@2.75, and prime, \$2.25@2.50.

SOYA BEAN OIL.—Demand for spot oil is quiet, but values are steady. On the coast the undertone is easy, with demand inactive and sellers' tanks, prompt shipment, quoted at 16½c. Spot is quoted at 18½@18½c.

CORN OIL.—Crude oil is in slow demand, but values are steady and well held. Refined oil is steady with good inquiry. Crude is quoted at 17½@18c. in bbls.

COCONUT OIL.—Trade is very quiet, with little interest shown by consumers. Manila oil was easier and quoted at 15½c. sellers' tanks from the coast. Ceylon dom. 17½@17½c., and Cochin dom. bbls. 18½@18½c.

PALM OIL.—The market is dull and featureless. Prime red, spot, —, nom.; Lagos, spot, nom.; to arrive, —; palm kernel, 18@18½c., nom., in bbls.; Nigar, 50c., nom.

GREASE.—The undertone remains strong and offerings are light. Yellow, 17½@18c.; bone, 18@18½c.; house, 17½@18c.; brown, 17@17½c.

IMPORTS OF MEAT PRODUCTS.

Imports of vegetable oils, etc., at the Port of New York are reported as follows for the month of August, 1918:

BEEF AND VEAL.—Panama, 700,802 lbs.

PREPARED MEATS AND OTHER MEAT PRODUCTS.—Argentina, 1,853,443 lbs.; China, 5,200 lbs.; Canada, 98,465 lbs.; France, 3,310 lbs.; New Zealand, 6,302 lbs. Total, 1,966,720 lbs.

ANIMAL OIL.—Newfoundland, 248,889 gals.

TALLOW.—Australia, 69,692 lbs.; China, 24,000 lbs.; New Zealand, 51,119 lbs. Total, 144,811 lbs.

SAUSAGE CASINGS.—Australia, 6,220 lbs.; China, 41,225 lbs.; New Zealand, 7,500 lbs.; Panama, 7,524 lbs. Total, 62,469 lbs.

CHEESE.—Argentina, 445,261 lbs.

IMPORTS OF VEGETABLE OILS, ETC.

COCONUT OIL.—Dutch East Indies, 2,846,684 lbs.

CHINESE NUT OIL.—China, 55,278 gals.; Hongkong, 46,004 gals. Total, 101,282 gals.

PEANUT OIL.—China, 6,640 gals.; Dutch East Indies, 3,565 gals.; Hongkong, 6,501 gals. Total, 16,706 gals.

OLIVE OIL.—France, 1,100 gals.; Spain, 10 gals. Total, 1,110 gals.

PALM OIL.—Colombia, 18,212 lbs.

COCONUT MEATS.—British East Indies, 1,006,441 lbs.; British Guiana, 28,431 lbs.; British West Indies, 8,274 lbs.; Colombia, 28,431 lbs.; Dutch East Indies, 4,748,064 lbs.; Jamaica, 262,171 lbs.; Panama, 24,671 lbs.; Trinidad, Island of, 78,400 lbs.; Venezuela, 3,858 lbs. Total, 6,233,629 lbs.

IMPORT OF SAUSAGE CASINGS.

The War Trade Board has authorized the importation of sausage casings from Algeria when coming from a convenient port and when loaded without delay. The earlier ruling on this commodity permitted the importation of sausage casings under the back-haul privilege only from the United Kingdom, France and Italy.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, October 17, 1918.—Quotations on green and sweet pickled meats, f.o.b. Chicago, loose, are as follows:

Regular Hams.—Green: 8@10 lbs. ave., 29c.; 10@12 lbs. ave., 28½c.; 12@14 lbs. ave., 28½c.; 14@16 lbs. ave., 28½c.; 16@18 lbs. ave., 28½c.; 18@20 lbs. ave., 28½c. Sweet Pickled: 8@10 lbs. ave., 30½c.; 10@12 lbs. ave., 30½c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29½c.; 16@18 lbs. ave., 29½c.; 18@20 lbs. ave., 29½c.

Skinned Hams.—Green: 14@16 lbs. ave., 30½c.; 16@18 lbs. ave., 30½c.; 18@20 lbs. ave., 30½c.; 20@22 lbs. ave., 30½c.; 22@24 lbs. ave., 30c. Sweet Pickled: 14@16 lbs. ave., 31½c.; 16@18 lbs. ave., 31c.; 18@20 lbs. ave., 31c.; 20@22 lbs. ave., 30½c.; 22@24 lbs. ave., 30½c.

Penic Hams.—Green: 4@6 lbs. ave., 21½c.; 6@8 lbs. ave., 20½c.; 8@10 lbs. ave., 18½c.; 10@12 lbs. ave., 18½c. Sweet Pickled: 4@6 lbs. ave., 22½c.; 6@8 lbs. ave., 20½c.; 8@10 lbs. ave., 18½c.; 10@12 lbs. ave., 18½c.

Clear Bellies.—Green: 6@8 lbs. ave., 30c.; 8@10 lbs. ave., 38c.; 10@12 lbs. ave., 37c.; 12@14 lbs. ave., 34c.; 14@16 lbs. ave., 33c. Sweet Pickled: 6@8 lbs. ave., 39c.; 8@10 lbs. ave., 38c.; 10@12 lbs. ave., 37c.; 12@14 lbs. ave., 33c.; 14@16 lbs. ave., 32c.

PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, October 17, 1918.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 38c.; green hams, 8@10 lbs. ave., 36c.; 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 30c.; 18@20 lbs. ave., 30c.; green clear bellies, 8@10 lbs. ave., 36@37c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 35c.; green rib bellies, 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 34c.; S. P. clear bellies, 6@8 lbs. ave., 35c.; 8@10 lbs. ave., 36c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 34c.; S. P. rib bellies, 10@12 lbs. ave., 34c.; 12@14 lbs. ave., 32c.; S. P. hams, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 32c.; 18@20 lbs. ave., 30c.; city steam' lard, 26c. nominal; city dressed hogs, 28½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 36@37c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 35c.; 14@16 lbs. ave., 34c.; skinned shoulders, 30c.; boneless butts, 36c.; Boston butts, 32c.; lean trimmings, 27c.; regular trimmings, 21@22c.; spare ribs, 19@20c.; neck ribs, 7@8c.; kidneys, 10c.; tails, 16c.; snouts, 10c.; livers, 6@7c.; pig tongues, 19c.

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HOOVER ISSUES NEW FOOD PROGRAM.

A new food conservation programme, effective October 21, is announced by the United States Food Administration, for all places where cooked food is sold to be eaten on the premises, and will affect every hotel, restaurant, cafe, club and dining-car service in the country. It is estimated that approximately 9,000,000 people take their meals in these public eating places.

The new regulations carry into effect the recent announcement of the Food Administration that in fulfilling the American promise to the Allies to send them seventeen and a half million tons of food this year, the public eating places would be called upon "to undertake in many particulars a more strict programme than last year."

There are twelve "general orders" in the new plan, which sets forth the specific measures by which it is proposed to carry out a direct reduction in the consumption of all foods, particularly staples, rather than a series of emergency regulations such as meatless and wheatless days and meals, and the substitution of one food for another.

The Food Administration, in a circular to the proprietors of eating places concerning the twelve general orders, says:

"It has not been deemed advisable or necessary at the present time actually to license the operation of public eating places, but in cases where the patriotic co-operation of such public eating places cannot be secured by other means, the United States Food Administration will not hesitate to secure compliance with its orders through its control of the distribution of sugar, flour and other food supplies. A failure to conform to any of the following orders will be regarded as a

wasteful practice forbidden by Section 4 of the Food Control Act of August 10, 1917."

The prohibition against serving any bread that does not contain at least 20 per cent of wheat flour substitutes is specifically announced, and of this Victory bread no more than two ounces may be served to a patron at one meal. Four ounces of other breads, such as corn bread, muffins or Boston brown bread, may be served instead of Victory bread should the patron so desire. No bread can be served until after the first course is on the table, which will prevent wasteful nibbling, or as a garniture. Bread served at boarding camps is excepted, as is bread containing at least one-half rye flour.

Included in the definition of meat, are beef, mutton, pork and poultry. Bacon is barred as a garniture. Only one meat may be served to a patron at a meal and not more than a half ounce of Cheddar (American) cheese or butter.

No waste foods may be burned, but all must be saved to feed animals or reduced to obtain fats and fertilizer. One teaspoonful of sugar is the limit for a meal, and then only when asked for. Sugar bowls will not be on the tables. The general allowance of two pounds of sugar for each 90 meals served which includes that for cooking, is to be strictly observed.

The hearty co-operation of the vast majority of hotelkeepers and other proprietors of public eating places is relied upon by the Food Administration to secure observance of these regulations voluntarily, but it is prepared to take necessary measures against the few who would interfere with the success of the plan.

Simplified service, with meats and vegetables on one plate instead of in side dishes, only necessary silverware, and simplification of the menu and menu cards are urged as means not only to save food, but labor and paper. The war programme discourages the table d'hôte meal except when confined to few courses and small variety, as on the Continent.

That we shall have sufficient sugar to take care of the present rate of consumption and to provide for the extra drain of the Allies is a conclusion of the Food Administrator, who also declares there will be sufficient coffee if wastefulness in brewing the beverage is eliminated.

The Food Administrator points out that the success of the general food-saving programme will assure the exportation of adequate supplies to our Army and the Allies and bring the war to a close as speedily as possible.

FOREIGN COMMERCIAL EXCHANGE.

New York, October 17, 1918.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.73
Cable transfers	4.76 $\frac{1}{2}$
Demand sterling	4.75 $\frac{1}{2}$
Commercial bills, sight	4.75 $\frac{1}{4}$
Commercial, 60 days	4.72 $\frac{1}{2}$
Commercial, 90 days	4.70 $\frac{1}{2}$
Paris—	
Commercial, 60 days	5.53 $\frac{1}{2}$
Commercial, sight	5.48 $\frac{1}{2}$
Bankers' cables	5.47 $\frac{1}{2}$
Bankers' checks	5.48 $\frac{1}{2}$
Amsterdam—	
Commercial, sight	42 $\frac{1}{2}$
Commercial, 60 days	42 $\frac{1}{2}$
Bankers' sight	42 $\frac{1}{2}$
Bankers' cables	43
Copenhagen—	
Bankers' sight	27.20
Bankers' cables	27.50

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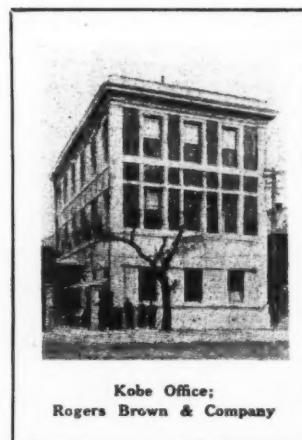
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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and The Mississippi Cottonseed Crushers' Association.

Markets Firm—Demand Good—Prices Maintained—Offerings Well Absorbed—Distribution Liberal.

The feature in the vegetable oil market during the past week was the interest which was aroused over the reports from the coast of the destruction of a large shipment of soya-bean oil by fire on the wharf at Seattle. The amount destroyed was 150,000 cases, and prices immediately firmed up in all positions. The market in the Far East was also reported firm, and offerings to arrive are well held. This position for soya-bean oil seems to have influenced the entire list, and the general situation continues very firm. There has been a good demand for soya-bean oil, and prices have been well maintained, aside from the conditions resulting from the fire loss at Seattle.

The market for cocoanut oil has also been very firm; while there has been no important change in price, the firmness in soya-bean oil and the general strength in other fats and oils has had considerable bearing on the market. The demand continues to absorb the supplies, and while business is not quite as active as it has been, there is still a good demand with offerings promptly taken care of. The position of copra is also firm, and arrivals are being readily cared for; changes

in price have not been important, and concessions are very difficult to obtain.

The demand for cottonseed oil continues good; there has been a steady absorption of supplies, and the questions of the movement and of the crush are being canvassed very carefully.

With the free movement of cotton at the south, it is believed that the next statement of the movement of seed to the crushers, and also the amount of oil produced will show liberal figures, but the feeling seems to be that the demand for oil will be maintained, owing to the position of competing oils, and no matter what the size of the crush may be, there will be ample distribution for the oil in question.

A report regarding the yield of peanut oil for this season has attracted a good deal of attention. The Georgia State Bureau of Markets has estimated that the products made from one ton of peanuts at present prices are worth \$142.50. These figures are based on results obtained from the 1917 crop, as these are the only figures now available, but values are figured at present market prices. According to these figures, a ton of peanuts will yield 83.10 gallons of oil, worth \$1.36 per gallon, or a total of \$113.02, and 1,050 lbs. of seven per cent peanut meal worth \$55 per ton, or \$29.56, making the total above shown.

It is stated that peanut growers in some parts of the south are holding their crop; the Savannah Morning News states that the market has been somewhat unsettled by the

Food Administration ruling forbidding the storing of peanuts except in crushers, which put brokers out of business, and reduces the number of buyers. Peanuts are said to be more than \$20 per ton cheaper than they were a year ago, and growers assert that there is not a reasonable profit in peanuts at \$120 per ton.

Naturally, each section of the country is influenced by the local conditions and local ideas as to values, but when the prices for peanuts and all other products are compared with pre-war levels, the question remains whether the advance in these products has been commensurate with the advance in living conditions. While the advance in many cases may not have been equal to the advance in living conditions, the advance in others has been materially greater; the general average advance in living conditions from the pre-war average, according to the index numbers has, apparently, been about 100 per cent.

Closing prices, Saturday, Oct. 12, 1918.—Holiday.

Closing prices Monday, Oct. 14, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices Tuesday, Oct. 15, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices Wednesday, Oct. 16, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices Thursday, Oct. 17, 1918.—Prime crude, S. E., \$17.50, sales.

SEE PAGE 163 FOR LATER MARKETS

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ORGANIZE FOR WAR SERVICE.

In accordance with the request of the officials of the War Industries Board, at a conference called by the Priorities Division and held in Washington on October 16, representatives of the oil mill machinery manufacturers and machine shop and supply houses serving the needs of the oil mills, met at the offices of the Interstate Cotton Seed Crushers' Association in Washington the same day and elected a War Service Committee of six, to cooperate with the Government in conserving the use of iron and steel as far as possible without lessening the efficiency of the mills in their production of linters for munitions, oil for food and meal and hulls for feed.

The committee consists of A. W. French, of the French Oil Mill Machinery Company, Piqua, O.; J. H. McDonough, of the Murray Company, Dallas, Tex.; W. E. Copenhaver, of Bauer Bros. Company, Springfield, O.; Edward Hobart, of the Carver Cotton Gin Company, East Bridgewater, Mass.; A. D. Kennedy, of the American Machine & Manufacturing Company, Greenville, S. C., and Louis N. Geldert, assistant to the president, Inter State Cotton Seed Crushers' Association, Washington, D. C., with Mr. French as chairman and Mr. Geldert as secretary of the committee.

This committee will serve until a more fully attended meeting of the entire trade can be held in November, probably in Washington, when, according to a resolution of the meeting, a permanent organization should be effected, to be known perhaps as the Oil Mill Machinery Trade Board, which may confirm the authority of this committee or elect a new one. As practically all of the machinery people are, associate members of the Inter State Cotton Seed Crushers' Association, and the interests are inter-dependent, it is proposed to affiliate the machinery board with the association as far as may be practicable, and hold annual meetings at the same time and place as the association's convention.

Through the War Service Committee of the machinery trade the War Industries Board



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plans to facilitate the obtaining of machinery, repairs and replacements by the mills, through a reasonable and automatic priorities classification, in view of the fact that the mills are in Class One of the preference list. The permanent organization of the trade has in view not only the requirements of these war times, but the extremely problematical conditions that will exist after peace is declared.

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BUYING FATS AT HIGH PRICES.

The Federal Trade Commission has ordered the American Agricultural Chemical Company of Connecticut, with a branch in New York City, and the Brown Company, Inc., of Trenton, N. J., manufacturers of fertilizers, to discontinue the practice of purchasing or offering to purchase raw materials at prices "unwarranted by trade conditions and so high as to be prohibitive to small competitors, particularly in the city of Philadelphia and in Atlantic City."

The Commission claims it found that the two concerns entered the markets at Philadelphia and Atlantic City with bids for animal fats and the like which were prohibitive to small competitors, and which were "calculated and designed to and did tend to destroy certain small competitors in these areas." The Commission also found that the American Agricultural Chemical Company owns all of the capital stock of the Brown Company.

The Commission's order was issued upon agreement with the two companies, which waived right to introduce testimony in support of the practice.

STABILIZING THE PRICE OF HULLS.

The following letter covering the price of hulls in Georgia has been sent by President Watkins of the Georgia Association to all members of the Association and non-member mills:

I have had a number of requests made to permit the mills to sell cottonseed hulls at less than the stabilized price of \$20 per ton, and I beg to advise that the Cotton Seed Division of the Food Administration will grant, upon specific request of the seller, where the

local consumption is not sufficient to take the production, permission to deliver cottonseed hulls into consuming territories, or centers, and sell them at the stabilized price of \$20.

The granting of these specific requests would allow the non-consuming territory to compete and dispose of their surplus hulls in the larger consuming centers. For illustration: An interior mill, under this ruling, can ship hulls into Atlanta and sell them, delivered Atlanta, at \$20, but that same mill would have to get \$20 for the hulls which he sold locally. Therefore, the interior mills delivering hulls to consuming centers will lose the freight from point of shipment to destination, and this loss would have to come out of the spread allowed the crushing mill. It is hoped that this rule will relieve the congestion of hulls at points where such exists.

The fiber people are putting forth strong organized effort, it seems, to get the price of hulls reduced, and if the mills will adhere strictly to the stabilized price in their local communities, and only ship surplus hulls to larger consuming centers, it is believed that the price of \$20 can be maintained.

Bargains in equipment may be obtained by watching the "For Sale" department.

CROSS HAULING OF COTTON SEED.

Dr. Andrew M. Soule, Federal Food Administrator for Georgia, writes to President Watkins of the Georgia Cotton Seed Crushers' Association, as follows:

"I have been requested by the district manager of the Traffic Department, U. S. Food Administration, to call the attention of the oil millers in Georgia to the cross-hauling of cotton seed, and to ask for the co-operation of the millers and crushers in lessening the demand on our transportation facilities by minimizing cross-hauling to the largest possible degree.

"I think you understand the nature and character of our transportation problem now, the necessity of conserving fuel, labor and cars, and will, therefore, lend us your aid and co-operation to the carrying out of the end indicated above. I feel sure the mills will be glad to co-operate in this laudable undertaking, for of course there is undoubtedly much cross-hauling at the present time, to the disadvantage of many of our most important interests at a time like this.

"I should appreciate it if you would send a letter to the crushers asking them to confine themselves as much as possible to their respective territories, and thus eliminating

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cross-hauling, also to encourage the pulling of seed by merchants in the various communities so that the farmers may receive from the mills the same price that the mills pay to dealers. This will tend to lessen the importation of cottonseed from the immediate territory of one mill into that of another mill in a distant part of the state."

"I feel that the Food Administration will receive the full co-operation of the mills in this matter," says President Watkins, "for the pulling of seed from one mill town territory to another mill town territory in the distant part of the state has always been

a practice that many of the mills have realized was bad for the industry, and the mills, I am sure, will lend their full influence and co-operation in relieving the transportation problem which now confronts the country, by eliminating as far as possible the cross-hauling in cottonseed."

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, October 17, 1918.—Latest quotations on chemical and soapmakers' supplies are as follows: 74@76 per cent. caustic soda,

4½@4¾c. per lb.; 60 per cent. caustic soda, 4½c. per lb.; 98 per cent. powdered caustic soda, 5½@5½c. per lb.; 48 per cent. carbonate soda, 3c. per lb.; 58 per cent. carbonate soda, 2¾@3¼c. per lb.; talc, 1½@1¾c. per lb.; silex, \$15@20 per 2,000 lbs.

Clarified palm oil in casks, none on spot, not quotable; Lagos palm oil in casks, none on spot, not quotable; yellow olive oil, nominal, \$4.50 per gal.; Cochin cocoanut oil, 20@21c. per lb.; Ceylon cocoanut oil, 17½@18c. per lb.; cottonseed oil, \$1.60 per gal.; soya bean oil, 18½@18½c. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.68@1.70 per gal.

Prime city tallow, special, 20c. per lb.; dynamite glycerine, 58c. per lb.; saponified glycerine, 39c. per lb.; crude soap glycerine, 36c. per lb.; chemically pure glycerine, 57c. per lb.; prime packers' grease, 17½@18c. per lb.

THE CONVENTION SMOKER.

(Continued from page 141.)

Thus the fun went on. Two cases of "samples" brought in to be exhibited proved to be very much alive, and so much alive in matter and manner that a large, fat policeman rushed in to arrest Chairman Beecher Starbird for violation of the city ordinances. After a real, genuine rough-and-tumble, in which Starbird held his own with the "cop," all were dragged to the stage and delivered themselves of a neat song-and-dance turn in which Starbird again held his own with the professionals.

This enlistment of committeemen and even of guests in the performances of the evening added to the zest of the occasion, and the fun went on until nearly midnight, the conclusion being a patriotic "sing" in which musicians, performers and audience vied with each other in the heartiness of their participation. The committee responsible for this unique occasion included Beecher Starbird, chairman; David Robertson, M. D. Harding, Carl Overaker, J. S. Hoffman, H. Erickson and C. L. Coleman.

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CHINA

BEANS

MARU-UZURA—CRANBERRY ROUND
CHUNAGA-UZURA—MEDIUM SPECKLED
CHUFUKU—WHITE FLAT
DAIFUKU—LARGE BUTTER
DAINAGON—MEDIUM BABY RED
KOTENASHI—PEA BEANS
KUMAMOTO—WHITE KIDNEY
KINTOKI—LARGE RED
MURIOINGEN—MEDIUM BUTTER
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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Owing to the postponement of the price-fixing meeting the hide market has been inactive. It is probable, however, that packer hide prices will be left at present rates for November and December, with a reduction of a cent and a half for January, February and March.

Chicago.

PACKER HIDES.—The feature of the packer hide market last week was the virtual commandeer of the stocks on hand and to be made for the next three months of large and small packer hides. There was no business put over in the market this week and as no business can be done until the War Board announces its plans for distribution, operations will cease until next week at the earliest. Native steers are still at 30c. Texas steers quoted at 28c. for heavy, 27c. for light and 24c. for the extreme light weights. Butt branded steers quoted at 28c. nominal. Colorado steers are being received in good numbers and are wanted at 27c. Branded cows are all sold out at 23c. Heavy cows are wanted at 28c., but nothing is available or can be sold. These hides will come freer in the next quarter, and harness tanners will get the entire production. Light native cows are quiet. Market is sold out ahead. Slaughter of this class of cattle is increasing and will continue to do so for another month or so. Native bulls quoted at 21½c. Branded bulls are unchanged at 19½c.

COUNTRY HIDES.—Nothing was done in country hides last week, mainly on account of lack of supplies and also to the fact that operators were busy waiting and watching developments in the East as regards next quarter prices and regulations. Native steers are quoted at 23c., lately paid. Heavy cows are quoted at 21c., last realized, and nominal, with many buyers unwilling to better the buff level. Buffs are quiet at 20½c. to 21c. as to selections. Northwestern hides sold at 20c. No seconds are selling. These are quoted at the usual cent reduction. The situation in the originating sections is steady with all weight hides quoted at 18½c. to 20c. delivered basis as to descriptions and sections. Extremes are firm at 21½c. to 22c., last paid and nominal; sales were effected in the Northwest at 21½c., the maximum for that section. Branded hides are featureless at 17c. for country lots. Country packer hides are quoted at 18c. to 23c. nominal. Bulls are quiet at 17c., last paid and nominal. Northwestern bulls lately sold at 17c. Country packer bulls are quoted at 18c. nominal.

CALFSKINS are quiet, due to meager stocks. First salted city skins are still wanted at 44c., the maximum. Collectors report receipts but 60 per cent. of normal, and this is the season of smallest arrivals. Packer calfskins are available at 44c. Resalted city skins are quoted at 41½c. to 41½c. last paid. Country skins range down to 34c., and late sales of mixed quality goods were effected

at 38c. to 40c. Deacons are quoted at \$2.50 and light calf at \$2.70 for country run, with city skins at 60c. premium. Kipskins sold at 23½c. in the Northwest for country run, this being the maximum. Local stuff quoted at 24c. Resalted city skins are steady at 25½c., and first salted city and packer skins sold at 27c.

HORSEHIDES.—The market continues very strong, and buyers in small sections are anxious to take all offerings of whole hides. Countries readily bring the full maximum of \$7 and small lots of renderers sell at \$7.50. Fronts are sold ahead at maximum rates. Butts are in good demand with recent sales of 22-inch and up at \$2.80 to \$2.30 for 20 to 22 inches.

HOGSKINS.—The market is steady at \$1.15 to \$1.40 nominal for the average country run of skins with the rejected pigs and glues out at half rates. No. 1 pigskin strips quoted at 10c. to 12c. asked with stocks small and demand limited. No. 2's quoted at 8½c. to 9½c., and No. 3's at 5c. to 6½c. as to measurements.

SHEEP PELTS.—Pullers did a little purchasing in the period under review in packer shearlings, but neglected the lambskins, due to too much money being demanded by holders. Killers seem content to carry the unsold skins over until their next offering, which will be in a week or ten days. Packer spring shearlings sold in a range of \$2.55 to 2.70, as to sections, dates and averages. Fall clip moved at \$3.60 to \$3.70, as to descriptions. Lambskins were offered out at \$3.65 for top assortments and not taken. Prior business was at \$3.55 and \$3.60 for earlier kill. Dry Western pelts are steady at 50c. to 55c. nominal as to descriptions, with most business of late about a 52½c. top. Outside is talked for the best light weight Montana skins.

New York.

PACKER HIDES quiet. Packers are waiting outcome of price fixing meetings in Washington. Local packers are interested in report that Government will allot next quarter's hides for war work exclusively. Native steers last sold at 29½c.; spreadies, 30½c.; butt brands, 27½c.; Colorados, 26½c.; native cows, 27½c. for heavies, 23½c. for lights. Native bulls 21c. Small packer hides quiet. Nearby small packers are sold up for next quarter, but some buyers are making inquiries for February, March and April take-off. Native steers last sold at 29½c.

COUNTRY HIDES.—The market continues steady and unchanged. Extremes continue in demand with offerings scarce and the full maximum price of 22c. paid on all lots of Middle West stock. Dealers are finding it difficult to obtain light weight hides to fill orders already placed. Buffs are strong at the maximum price of 21c. for Ohio and other Middle West hides. Sales were made of two cars of western Pennsylvania August forward hides at 22c. for extremes and 21c. for buffs. A car of Pennsylvania buffs sold at 21c. There is a good demand for Western heavy country steers at 24c. A sale was also made of a car of 60 lbs. and up, Middle West bulls at 17c. Several small lots of New York State and New England all weights are selling at 19½c. to 20c. A car of Northern section Southern hides sold at 21½c. for extremes and 20½c. for buffs.

CALFSKINS.—The market rules firm with

a good demand right along for both city and country skins. New York cities are closely sold up to the end of the month and receipts are slowly coming in. All recent sales of New York cities were at the full maximum prices of \$4, \$5 and \$6, with kips selling at \$7 and \$7.50. Outside mixed cities last sold at \$3.80, \$4.80 and \$5.80. Regular run of countries are quoted at \$3.60, \$4.60 and \$5.60, last paid.

HORSEHIDES.—The market continues very strong, and buyers in small sections are anxious to take all offerings of whole hides. Countries readily bring the full maximum of \$7 and small lots of renderers sell at \$7.50. Fronts are sold ahead at maximum rates. Butts are in good demand with recent sales of 22-inch and up at \$2.80 to \$2.30 for 20 to 22 inches.

DRY HIDES active. Sales were made this week of fairly large sized lots of common hides. About 250,000 Bogotas and other Columbia varieties sold at 32½c., or 1c. under maximum rates. Sales were also made of West Indies, quantity not known, at 27c. basis for San Domingo flint drys. Several small lots of Rio Hache dry salted hides sold on a basis of 25c. selected. About 30,000 Central Americans sold at 31½c., which is 1c. under maximum price. A small lot of Buenos Aires hides which have been on spot for some time sold at 34c. c. & f. basis. About 2,500 Montevideos on spot running 30 per cent. summer and 30 per cent. desechoes sold with price not stated. No new trading is noted in Chinas, Brazils, Javas, etc.

WET SALTED HIDES.—Cables from the River Plate give small sales of frigorifico steers this week. 4,000 La Plata steers and 4,000 La Blancas sold at \$53 f. o. b. ship. Both these lots are for U. S. tanners. Trading in frigorifico hides is restricted owing to the fact that the Government is not inclined to grant allocation certificates on October hides. About 2,000 Panama hides sold for shipment at 20½c. Offerings of Mexicans are scarce with reports current that buyers are operating in Mexico on a higher basis than maximum here. 2,000 Costa Rica hides sold at 23c.

EXPORTS OF PROVISIONS

Exports of provisions for the week ending October 12, 1918, are reported as follows:

PORK, BBLS.

To—	Week ended Oct. 12, 1918.	Week ended Oct. 13, 1917.	From Nov. 1, '17, to Oct. 12, 1918.
United Kingdom	782
Continent	15	.....
So. & Cen. Am.	5,808
West Indies	14,646
Br. No. Am. Col.	10,076
Other countries	1,048
Total	15	32,386

BACON AND HAMS, LBS.

United Kingdom	723,526	10,370,925	471,936,539
Continent	1,474,879	840,330	212,285,846
So. & Cen. Am. ....	.....	.....	1,099,664
West Indies .....	.....	.....	11,081,657
Br. No. Am. Col. ....	.....	.....	209,523
Other countries .....	.....	.....	2,327,159
Total	2,198,405	11,211,255	698,940,388

LARD, LBS.

United Kingdom	212,232	621,370	168,225,144
Continent	2,370,829	2,477,298	147,855,632
So. & Cen. Am. ....	.....	.....	1,605,947
West Indies .....	.....	.....	16,076,858
Br. No. Am. Col. ....	.....	.....	180,985
Other countries .....	.....	.....	633,095
Total	2,592,061	3,008,668	334,577,661

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	.....	2,198,405	2,592,061
Total week .....	.....	2,198,405	2,592,061
Previous week ..	3,617	3,822,501	2,581,659
Two weeks ago ..	.....	9,165,075	763,000
Cor. week, 1917 ..	15	11,211,255	3,008,668

COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '17, to Oct. 12, '18.	Same time last year.	Changes.
Pork, lbs.....	6,472,000	11,054,600
Bacon & hams, lbs.....	688,940,388	638,536,404
Lard, lbs.....	334,577,661	309,481,399
	Inc. 60,403,984	Inc. 24,086,262

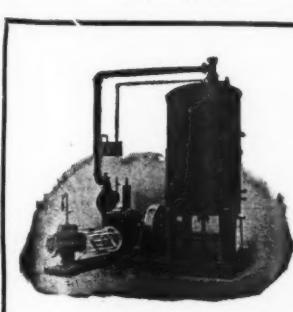
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October 19, 1918

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yrd, Chicago, Oct. 16.

Peace will come when the Huns "can" the Kaiser and his satellites, lay down their arms, evacuate all invaded territory, exhibit a contrite spirit, make restitution and reparation and give satisfactory guarantees of their future good conduct, such as turning over part of their battle fleet and some of their principal cities to the Allies. Until then the Allied armies will continue to sweep on toward Berlin. When a halt is called, they will still remain on guard to see that the beast of Berlin behaves himself. It took a year and a half to transport the Yanks to France. It will take as long or longer to get them back to America. The rehabilitation of Europe will take a couple of years at least after victory is won and peace is declared. Herds of livestock in foreign countries are greatly depleted and America will still be the big food producing country of the world, so we fail to see anything but high prices for a long time to come, although until something definite develops, all this peace talk is bound to result in more or less uncertainty, for evolution frequently means revolution, so far as prices are concerned.

Receipts of cattle have recently been very heavy at all of the markets and the supply has consisted largely of medium and common cattle with plenty of thin little steers that it would seem good judgment to hold back in the country. The epidemic of influenza has not only cut down the consumption of meat, but has also cut down the packers' force in their plants and curtailed their operations, with a result that beef channels are badly congested and a continuation of the heavy receipts can only have one result, namely: of forcing prices still lower and during the first three days of this week the market, aside from real choice cattle, shows about 50c. further decline with trade very erratic and buyers frequently varying \$1@1.50 in their bids on the same class of cattle. Choice heavyweights and a few finished yearlings and handy weights are selling from \$18@19 with an occasional load of top-notchers as high as \$19.25, but the bulk of the good to choice corn-fed steers sold this week from \$16.50@18, according to weight, quality and fat; medium to good kinds, \$14.50@16; fair to medium short-feds, \$12@14; medium to pretty good grass-fat killers, \$10@12, with low-priced cheap grassy killers all the way from \$7.50@9.

All of the markets have recently been deluged with loads of the cheaper grades of steers, including plenty of little cattle that lack quality enough to go back to the country for stocker purposes, and as a consequence they have to sell to the killers for canner and cutter purposes. Also, the cheaper grades of dressed steers, both Westerns and natives, have adversely affected the trade for butcher-stuff, and butcher-stuff, by the way, has also been in liberal supply. Logically lower prices were to be expected, and the trade during the first three days of this week show about 50c. decline on cow stuff, as well as on bulls.

Veal calves, which have been awfully high, are working lower in sympathy with the other grades of calves, and good vealers are selling from \$15.50@16.50. Strongweight veal calves are not bringing any more than the heavy grades of calves, and we would caution our friends about the strongweights selling all the way from \$7.50@11, according to flesh.

Hogs have apparently subsided to a point where a little more stability to the trade can be expected. The big packers have been active competitors on good hogs, and that has forced the small independent killers to bid up on good hogs, because most of their purchases

are of the better grades, and as a consequence, choice hogs and the better grades of mixed hogs have reacted and are 15@25c. above the low spot the first of the week, with choice grades selling largely from \$18.25@18.75; good mixed, \$17.75@18.25. But there is no improvement in the trade on the common heavy packing hogs selling from \$16.25@16.75. All are agreed that hogs will sell at very remunerative prices all winter, but with corn showing a persistent tendency to work to a lower level and the probability of liberal receipts of marketable hogs during December and January it seems reasonable to assume that a somewhat lower level of values can be expected a month or so hence.

(Continued on page 174.)

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Oct. 15.

Cattle receipts in two days are 10,000 less than same days last week, the supply today 26,000 head, prices 10@15c. lower, following lower prices yesterday. Hog supply was 20,000 today, market steady to 10c. lower, top \$18. Sheep and lamb run was 8,000, market steady to 15c. higher, best western lambs \$15.35.

Since Wednesday last week, buyers have demanded lower cattle prices and there has been a steady decline on all grades except the few prime steers offered. One drove sold today at \$19.15, but only a few of these kind of cattle can be used at such prices, some good fed steers brought \$18 yesterday, short fed steers at \$14.50@16.60. Grass steers bring \$9.50@14, including Oklahomas up to \$13, best Colorados around the same figure. Cow prices have had a reversal from their strong prices of last week, grass cows at \$7@11, cannery \$6@6.75, including a big string of Arizonas; range cows today at \$6.25@6.50, veal calves \$9@12.50. Receipts are materially lighter this week than in any week for more than a month, but large numbers of cattle remain to come before winter sets in.

There is a good outlet for all grades of hogs and declines in the prices are due only to liberal receipts which are running almost twice as heavy as a year ago, at most of the markets. Sales today were up to \$18 to outside buyers, though the packers stopped at \$17.90 for medium and heavy weights, light hogs up to \$17.70, bulk of sales \$17.30 to \$17.85. Hogs are running more even in quality and bulk of sales now ranges up to within five or ten cents of the top price. Stock pigs are higher this week as there is a big demand and the Stock Yards Company has enlarged and improved the facilities for dipping and vaccinating the pigs within the last week, sales today of good pigs at \$15.50@17.

Some extra good western lambs arrived and sold 25c. above the top yesterday at \$15.35. Mr. Tucker, of Glenwood Springs, Colo., was the seller and he has managed for three or four seasons to put a finish on his lambs that enables him to secure 10@25c. more than anyone else on the day he sells. His lambs weighed 84 lbs. today. Other good Colorado and Utah lambs sold at \$14.75@15, native lambs \$13.50@14.50, western feeding lambs plentiful at \$12.50@13.50. Fat ewes bring \$8.25@9.50, feeding ewes \$6@7.50, good western breeders \$9@14.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 15, 1918.

The liberal run of cattle to market continues all around the circuit; our count for the week amounts to 46,000 head. We had some heavy Missouri fed beesves that topped the market for the week at \$18.25 and we had some car lot heifers which brought \$15.00. A few sales of cattle ranging between \$17.00@18.00 were recorded, but the aggregate of this class of offerings was small indeed. On prime cattle the market is no doubt steady, but with none of this kind on sale, we cannot say that they

influence the tone of the market. Medium and common cattle constitute almost the entire run, and in these grades the market is \$1.25@1.50 lower than this time a week ago. The break in prices in the last two days can best be described by saying that the market was simply demoralized. A large part of the steer offerings consists of Kansas and Oklahoma cattle. There were perhaps 200 loads of these on Monday and Tuesday's market this week. They are ranging from \$8.75@13.00, with the bulk of them selling around the \$11.50 mark. The butcher cattle trade is in exactly the same condition as beef cattle, the heaviest part of the decline being noted on common and light sheep.

Hog receipts for the week approximate 60,000. The quality of the offerings is much the same as it is in cattle. There are a few good hogs coming in, but by far the largest part are medium and light weight hogs and lots of pigs. The market has slowly but steadily declined since this time a week ago. At this writing it records a drop of 25c. to 35c. The feature in the hog house is the steadily increasing quantity of vaccinated pigs which are being sent into the country as feeders. This means, of course, more liberal runs later on. Today's quotations are: Mixed and butchers, \$17.60@18.35; good heavies, \$18.25@18.35; rough, \$16.50@16.75; light, \$17.60@18.00; pigs, \$14.75@16.75; bulk, \$17.60@18.30.

The sheep and lamb receipts total 11,000 for the week. Good fat offerings in aged stock are in demand and were we receiving any of them would find ready sale at steady prices. The light kinds, however, are being neglected and the general trade for the week has been slow and draggy. Muttons are selling around \$10.00 and lambs around \$15.00. The buyers are sorting the lambs pretty hard and the culls are clearing mostly at \$10.00@10.50. The demand continues for good breeding ewes. We are not receiving enough to supply the demand.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, Omaha, Oct. 15, 1918.

With another heavy run of cattle last week, 55,000 head, the market broke anywhere from 50c. to \$1.00. Restricted buying for Government account, a depressed beef market in the East and the epidemic of "Spanish influenza" were generally held responsible for the demoralized trade. No corn fed cattle of any consequence have been coming of late and receipts have been made almost entirely of pasture and range cattle. It takes choice beesves now to sell at \$14.00@15.00, and fair to good kind are going largely at \$11.00@13.00, with medium and common kind at \$9.50@10.50 and on down. Cows and heifers suffered fully as much as beef steers, and they are now going at a range of \$5.50@10.50; fair to good butcher and beef stock largely around \$7.50@8.50. Veal calves hold steady at \$8.00@13.50, but bulls, stags, etc., are lower at \$5.50@9.50.

Although receipts of hogs have been of rather moderate proportion, the trend of values has been lower, and there was another 30c. @35c. decline last week. Bulk of the demand at present comes from local packers, and there is very little inquiry for shipping account. All classes of buyers are after the light and butcher weight hogs suitable for the fresh meat and bacon trade, and these command premium, while rough, heavy and packing loads are hard to move at bottom price. The range is not so wide as it was, however, and the 8,700 hogs here today sold a shade higher than Monday. Tops brought \$17.90 as against \$18.25 last Tuesday, and the bulk of the trading was at \$17.40@17.65, as against \$17.70@18.00 a week ago.

While there has been some let-up in the receipts of sheep and lambs recently, there has also been considerable let-up in the demand both from packers and feeder buyers, and while values held up fairly well last week, the trend has been lower this week, and prices are now about the lowest of the season. Fat lambs are selling at \$13.50@15.50; yearlings, \$10.00@11.00; wethers, \$9.00@10.50, and ewes, \$7.00@8.25.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, October 18, 1918.—Market weak; prime Western, \$26.30@26.40; Middle West, \$25.70@25.80; city steam, 25½@25¾c; refined Continent, \$28.25; South American, \$28.65; Brazil, kegs, \$29.65; compound, 23½@23¾c.

Marseilles Oils.

Marseilles, October 18, 1918.—Copra fabrique, 377 fr.; copra edible, — fr.; peanut fabrique, 423 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, October 18, 1918.—(By Cable).—Beef, extra, Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 143s.; New York, 139s. 3d.; picnic, 118s. 9d.; hams, long, 170s. 6d.; American cut, 167s. 6d.; bacon, Cumberland cut, 153s. 6d.; long clear, 150s. 6d.; short black, 150s. 6d.; bellies, 198s. 6d. Lard, spot prime, 155s.; American refined, 28-lb. box, 157s. 9d. Lard (Hamburg), nominal. Tallow, prime city, not quoted. New York City special not quoted. Cheese, Canadian finest, white new, 130s. 6d. Tallow, Australian (at London), 72s. 6d.

FRIDAY'S CLOSINGS.

Provisions.

The market was slow and weaker with hogs and slow demand.

Tallow.

Trade was dull but market strong, with city special loose quoted at 19¾c.

Oleo Stearine.

Market quiet and firm. Oleo quoted at 24 @24½c.

Cottonseed Oil.

Trade quiet and featureless.

FRIDAY'S LIVESTOCK MARKETS.

Chicago October 18.—Hog receipts estimated 21,000. Left over, 10,000. Markets steady, slow. Sentiment weak. Cattle receipts, 4,000; sheep, 8,000.

Buffalo, October 18.—Hogs lower; on sale, 3,400, at \$18.65@18.75.

Kansas City, October 18.—Hogs slow, at \$16.55@17.80.

St. Joseph, October 18.—Hogs steady, at \$16@17.80.

Louisville, October 18.—Hogs lower, at \$16.25@17.50.

Sioux City, October 18.—Hogs lower, at \$16.90@17.05.

Indianapolis, October 18.—Hogs slow, at \$17.90@18.10.

Omaha, October 18.—Hogs steady, at \$16.75@17.70.

Cudahy, October 18.—Hogs, no market.

Detroit, October 18.—Hogs steady, at \$17.35 @17.60.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 18, 1918, show exports from that country were as follows: To England, 45,581 quarters; to the Continent, 80,213 quarters. On orders, nothing. The previous week's exports were as follows: To England, 76,349 quarters; to the Continent, 110,479 quarters; on orders, 32,273 quarters.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO OCTOBER 14, 1918.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	6,005	2,047	15,829	7,059
New York	1,650	2,824	5,251	11,709
Central Union	1,598	638	4,492	...
Totals	9,343	5,500	25,572	18,768
Totals last week	11,614	9,171	38,918	16,065

PACKERS' PURCHASES

Purchases of Livestock by packers at principal centers for the week ending Saturday, October 12, 1918, are reported as follows:

Chicago.			
Cattle.	Hogs.	Sheep.	
Armour & Co.	10,311	33,900	29,946
Swift & Co.	12,316	22,000	47,043
Morris & Co.	8,191	8,600	13,995
Wilson & Co.	9,933	12,700	16,166
G. H. Hammond Co.	7,016	11,800	...
Anglo-Amer. Provision Co.	877	7,300	...
Libby, McNeill & Libby	6,705	...	...

Western Packing & Provision Co., 4,800 hogs; Independent Packing Co., 4,200 hogs; Boyd, Lunham & Co., 6,000 hogs; Roberts & Oake, 5,700 hogs; Brennan Packing Co., 4,700 hogs; Miller & Hart, 3,500 hogs; others, 7,500 hogs.

Kansas City.

Cattle.	Hogs.	Sheep.	
Armour & Co.	11,203	18,502	8,506
Fowler Packing Co.	2,299	...	328
Wilson & Co.	9,047	11,486	3,459
Swift & Co.	10,708	12,315	15,629
Cudahy Packing Co.	8,627	10,650	7,856
Morris & Co.	8,595	8,034	3,399
Others	1,331	444	...

Cattle.	Hogs.	Sheep.	
Morris & Co.	3,474	4,411	4,579
Swift & Co.	7,280	8,285	12,032
Cudahy Packing Co.	6,436	8,893	10,163
Armour & Co.	7,124	9,864	6,468
Swartz & Co.	...	612	...
J. H. Murphy	...	4,931	...

Lincoln Packing Co., 430 cattle; South Omaha Packing Co., 32 cattle; Wilson Packing Co., 352 cattle.

St. Louis.

Cattle.	Hogs.	Sheep.	
Morris & Co.	5,466	5,241	1,292
Swift & Co.	8,520	9,050	1,348
Armour & Co.	5,560	1,918	1,722
East Side Packing Co.	...	1,454	...
St. Louis Dressed Beef Co.	606	...	...
Independent Packing Co.	815	1,526	179
Sartorius Provision Co.	...	254	...
Carondelet Packing Co.	...	221	...
American Packing Co.	...	336	...
Krey Packing Co.	48	4,011	...
J. H. Belz Provision Co.	...	674	...
Heil Packing Co.	...	1,271	...

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending October 12, 1918:

CATTLE.

Chicago	75,559		
Kansas City	54,315		
Omaha	17,698		
East St. Louis	22,218		
St. Joseph	13,833		
Cudahy	853		
Sioux City	9,244		
South St. Paul	15,282		
Fort Worth	43,686		
Indianapolis	4,380		
New York and Jersey City	9,343		
Philadelphia	1,581		
Oklahoma City	12,359		

HOGS.

Chicago	129,619		
Kansas City	49,491		
Omaha	26,886		
East St. Louis	36,061		
St. Joseph	39,386		
Sioux City	24,141		
Cudahy	9,562		
Cedar Rapids	6,560		
Ottumwa	8,212		
South St. Paul	20,576		
Fort Worth	8,704		
Indianapolis	23,643		
New York and Jersey City	18,768		
Philadelphia	4,169		
Oklahoma City	11,501		

SHEEP.

Chicago	104,023		
Kansas City	22,478		
Omaha	45,000		
East St. Louis	5,328		
St. Joseph	12,564		
Cudahy	287		
Sioux City	7,231		
South St. Paul	9,148		
Fort Worth	6,902		
Indianapolis	316		
New York and Jersey City	25,572		
Philadelphia	3,215		
Oklahoma City	533		

RECEIPTS AT CENTERS

SATURDAY, OCTOBER 12, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	3,500	8,500	3,000
Kansas City	1,500	1,000	500
Omaha	400	2,700	750
St. Louis	14,000	4,200	100
St. Joseph	300	4,000	...
Sioux City	1,500	3,500	4,000
St. Paul	3,800	1,400	5,500
Oklahoma City	100	300	...
Fort Worth	1,500	300	...
Milwaukee	...	3,529	...
Denver	2,044	152	172
Louisville	500	2,000	150
Detroit	...	140	...
Wichita	...	2,332	...
Indianapolis	...	6,000	...
Pittsburgh	...	2,400	500
Cincinnati	...	3,892	...
Buffalo	...	1,920	4,007
Cleveland	...	2,000	...

MONDAY, OCTOBER 14, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	30,000	35,624	80,000
Kansas City	35,000	13,260	18,000
Omaha	19,400	4,035	46,000
St. Louis	14,200	4,421	3,700
St. Joseph	6,000	6,000	6,500
Sioux City	14,000	3,000	4,000
St. Paul	16,100	8,000	9,600
Oklahoma City	1,500	1,500	...
Fort Worth	10,000	2,500	1,700
Milwaukee	...	3,732	...
Denver	5,400	1,000	17,000
Louisville	4,300	4,000	600
Detroit	1,295	582	...
Wichita	1,200	7,000	...
Indianapolis	2,900	6,500	3,300
Pittsburgh	6,400	7,473	100
Cincinnati	6,000	12,800	7,400
Buffalo	...	7,000	...
Cleveland	600	1,000	150
Nashville	200	4,000	...
New York	4,860	4,700	8,500

TUESDAY, OCTOBER 15, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	28,264	31,000
Kansas City	26,000	18,960	8,000
Omaha	12,000	5,113	46,000
St. Louis	9,100	12,464	12,600
St. Joseph	5,000	7,000	4,000
Sioux City	3,500	5,000	3,000
St. Paul	5,000	6,000	6,700
Milwaukee	...	3,236	...
Denver	5,200	1,400	6,700
Louisville	200	1,000	100
Detroit	2,017	...	...
Wichita	2,163	...	...
Indianapolis	400	10,000	450
Pittsburgh	6,400	2,200	500
Cincinnati	1,000	4,371	400
Buffalo	1,300	3,800	1,800
Cleveland	600	1,000	150
Nashville	200	2,000	...
Portland, Ore.	222	732	310
New York	800	2,310	6,000

WEDNESDAY, OCTOBER 16, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	18,923	22,000
Kansas City	19,0		

ICE AND REFRIGERATION

NEW CORPORATIONS.

Boone, N. C.—H. J. Harden and others have incorporated the Three Forks Co-operative Cheese Co., with a capital stock of \$20,000.

ICE NOTES.

Crozet, Va.—Additional cold storage warehouse facilities will be erected by the Carter Corp.

Shopiere, Wis.—Tiffany Creamery, owned by Spicer & Simonson, burned to ground. Origin is unknown.

New Orleans, La.—The two cooling plants, machine shop and shipping shed of the Crescent City Stock Yard & Slaughter House Co., which was destroyed by fire, will be rebuilt.

COLD STORAGE SPACE SCARCE.

The demands of the War and Navy Departments for cold storage space, owing to the necessity for obtaining large supplies of beef for the use of the Army and Navy at a time when it is available, are resulting in a shortage of space required for ordinary commercial uses. The Food Administration has requested the Department of Agriculture to render assistance in this emergency. Accordingly the Bureau of Markets is obtaining monthly reports from public cold storage warehouses concerning cold storage and freezing space and will endeavor from time to time to answer inquiries from the trade concerning such space available in various sections of the country, as indicated by reports received.

Representatives of the American Warehousemen's Association met on October 14 and 15 with members of the War Industries Board, Department of Agriculture and the Food Administration to consider the regulation of food products storage in general warehouses, and to recommend a basis for the fixing of maximum charges for storage and labor. Sub-committees were appointed to go into this subject fully and to make the necessary recommendations. The recom-

mendations of these committees will be considered by the Food Administration as a basis for subsequent action.

J. L. Nichols, of Boston, assisted by W. B. Mason, of Providence, will be associated with Frank A. Horne in handling general storage matters for the Food Administration.

FIRING SOFT COAL UNDER POWER-PLANT BOILERS.

By Henry Kreisinger, U. S. Bureau of Mines.

[EDITOR'S NOTE.—Fuel Administration orders forbidding the use of anthracite or hard coal in power plants make the following article of timely interest.]

When burning bituminous coal under power-plant boilers the best results are obtained if the fires are kept level and rather thin. The best thickness of the fires is 4 to 10 inches, depending on the character of the coal and the strength of draft. The coal should be fired in small quantities and at short intervals. The fuel bed should be kept level and in good condition by spreading the fresh coal only over the thin places where the coal tends to burn away and leave the grate bare.

Leveling or disturbing the fuel bed in any way should be avoided as much as possible; it means more work for the fireman and is apt to cause the formation of troublesome clinker. Furthermore, while the fireman is leveling the fires a large excess of air enters the furnace, and this excess of air impairs efficiency.

The ash-pit door should be kept open. A large accumulation of refuse in the ash pit should be avoided, as it may cause an uneven distribution of air under the grate. Whenever a coal shows a tendency to clinker, water should be kept in the ash pit. All regulation of draft should be done with the damper and not with the ash-pit doors.

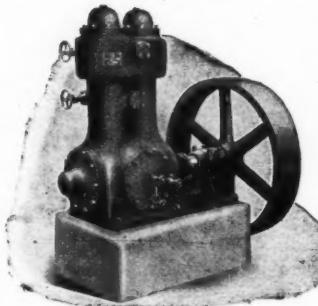
In firing, the fireman should place the coal on the thin spots of the fuel bed. Thin and thick spots will occur even with the most careful firing, because the coal never burns at a uniform rate over the entire grate area. In places where the air flows freely through the fuel bed the coal burns faster than in places where the flow of air is less. The cause of this variation in the flow of air

through the different parts of the fuel bed may be differences in the size of the coal, accumulations of clinker, or the fusing of the coal to a hard crust. Where the coal burns rapidly, the thin places form.

Before throwing the fresh coal into the furnace the fireman should take a quick look at the fuel bed and note the thin spots. In a well-kept fire these spots can be usually recognized by the bright hot flame. The thick places have either a sluggish smoky flame or none at all. In order to place the coal over the thin places the fireman should take a rather small quantity of coal on his scoop, for it is much easier to place the coal where it is needed with small shovelfuls than with large ones. The coal should be placed on the thin places in thin layers.

If the firings are too far apart the coal in the thin spots may burn out entirely, allowing a large excess of air to enter the furnace in streams. If these streams of air are not

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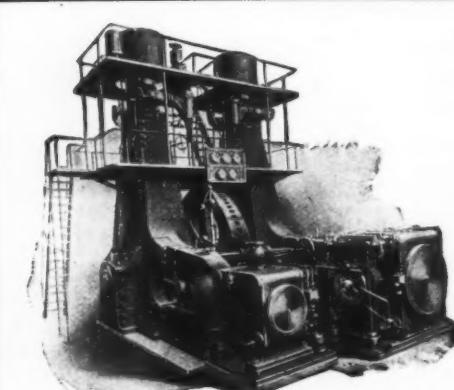
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DETROIT—Brennan Truck Co.
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NEWARK—American Oil & Supply Co.
NEW YORK—Roessler & Hasslacher Chemical Co., 100 William St.
NORFOLK—Henry Bower Chemical Mfg. Co., Agency, Cor. Front and First Sts.
PROVIDENCE—Rhode Island Warehouse Co.

PHILADELPHIA—Henry Bower Chemical Mfg. Co.
PITTSBURGH—Penna. Transfer Company, Duquesne Freight Station.
RICHMOND—Bowman Transfer & Stge. Co.
ROCHESTER—Rochester Carting Co.
TOLEDO—Moreton Truck & Storage Co.
WASHINGTON—Littlefield, Alvord & Co.

properly mixed with the gases from the coal, only a small percentage of the air is used for combustion, and most of it passes out of the furnace, depriving the boiler of considerable heat.

Automatic devices for introducing a variable supply of air over the fuel bed can be purchased. A large quantity of air is introduced immediately after firing and the quantity is gradually reduced, until two to five minutes after firing the air supply remains constant. However, even with these devices better results are obtained by small and frequent firings than by large ones at long intervals.

Small and frequent firings reduce the tendency of many coals to fuse and form a hard crust at the surface of the fuel bed. Most of the soft coals used for steaming purposes fuse in this way and the crust, in places, prevents the free passage of air through the fuel bed. In these places the fuel burns slowly. At other places in the fuel bed where the crust has not formed or where it is cracked, a large quantity of air flows through, and the coal burns quickly. On account of this uneven flow of air through the fuel bed the coal burns unevenly, and as a result, the rate of combustion and the capacity of the boiler may be decidedly reduced. Such fusion of coal is particularly troublesome in case the coal contains a large percentage of slack and large quantities of it are fired at a time, for then the crust must be broken and the fuel leveled frequently. In an extreme case, this crust must be broken and leveling done after each firing. If, however, only a little coal is thrown each time on the hot burning fuel bed, the thin layer of fresh coal burns through before a hard, tight crust can form. Often a coal gives trouble from the formation of crust when fired in large quantities and yet burns comparatively freely (without fusing into crust) when fired in small quantities, so freely that a good fire can be run two or three hours without the use of a rake. Therefore, to avoid or to reduce the formation of hard crust at the top of the fuel bed the fresh coal should be fired in small quantities, so that it will make a thin layer that will not fuse and interfere with the flow of air. If the flow of air is not hindered the layer of fresh coal will burn through without fusing

into crust. As this thin layer of fresh coal burns through in a short time, the small firings must be made at short intervals.

With frequent firings there is much less danger of holes forming in the fuel bed. The thin spots are seen and are covered with fresh coal before the holes actually form. In this way frequent firing reduces the losses from excess of air.

In boiler plants the load on the boilers varies from hour to hour during the day, and the varying demand for steam is met by burning a varying amount of coal. The weight burned is nearly proportional to the demand for steam. When the demand for steam is high the fireman burns much coal; when the demand is low he burns correspondingly less.

The best results are obtained when about 15 pounds of air are used to burn each pound of coal, and it is clear to burn coal most economically the supply of air must be varied with the rate of combustion. The quantity of air admitted into a furnace should be controlled by the regulation of the draft; that is, high draft should be used with a high rate of combustion, and low draft when a low rate of combustion is desired. Of course, it is impossible for the fireman to obtain high rates of combustion with low draft, but he frequently uses high draft with a low rate of combustion, and by admitting a large quantity of air into the furnace uses 30 to 40 pounds of air, instead of 15 pounds, to burn each pound of coal. This large excess of air admitted into the furnace is the greatest source of loss in burning coal under a boiler. The air enters the furnace at atmospheric temperature and passes into the stack at a temperature about 500 deg. Fahr. higher. The heat absorbed in raising the temperature of this air 500 deg. Fahr. may amount to 30 or 40 per cent. of the total heat in the coal fired. It is therefore important to regulate the draft with the rate of combustion.

The best way of regulating the draft is by using a damper in the uptake or breeching, and it is better to have each boiler equipped with its own separate damper. The damper should be connected so that the fireman can manipulate it when standing on the floor in front of the boiler. In many plants there are no such connections, and the fireman must

use a ladder to reach the damper; in consequence he seldom or never uses it. When the demand for steam is low, instead of keeping down the rate of burning of the coal by reducing the draft, he fires at longer intervals and permits holes to form in his fire, so that a large excess of air enters the furnace. This excess of air absorbs heat while passing through the furnace and carries the heat away through the stack.

A damper without a proper connection for manipulation by the fireman is as bad as an engine throttle without a hand-wheel. A boiler without a damper is almost as bad as an engine without a throttle. Damper connections for hand manipulation cost comparatively little and usually are easy to install.

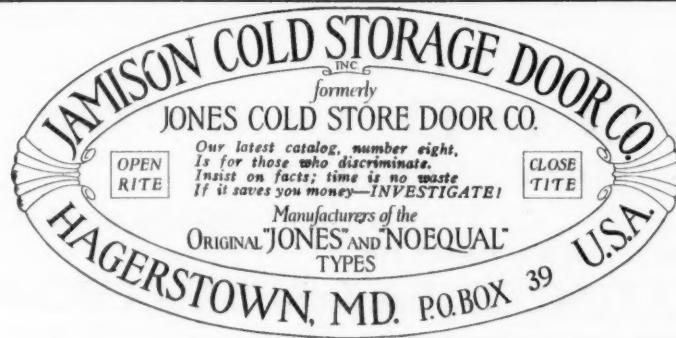
When there is not a proper damper connection the fireman often attempts to regulate the draft by closing the ash-pit doors. By doing this he shuts off entirely the air supply through the fuel bed, so that the ash on the grate and the grate itself become heated. If the ash has a tendency to fuse, the shutting of the ash-pit door may cause trouble-some clinkers. The repeated heating of the grate bars warps them and thus shortens their life decidedly.

It is true that by closing the ash-pit door the air supply through the fuel bed is shut off and the rate of combustion is thereby greatly reduced; however, the draft in the setting is increased, so that more air is drawn into the setting through openings in the furnace doors and through cracks in the walls. The quantity of air thus admitted is entirely out of proportion to the quantity of coal burned. Only a little of the air is utilized in the burning of fuel; most of it merely absorbs heat which it carries up the stack.

There are power plants where the fuel beds are carried as thick as 18 inches and even 2 feet. Only a few coals mined in the United States will stand such mistreatment; most of the coals when burned with thick fires cause serious troubles, such as a reduction of boiler capacity and clinkering.

A thick fuel bed offers more resistance to the passage of air than a thin one, and, therefore, with the same available draft in the breeching, less air can be supplied through a thick fuel bed than through a thin one. As every pound of coal fired requires for its combustion about 15 pounds of air, a smaller air supply necessarily causes a lower rate of combustion and boiler capacity.

No more coal can be burned than there is air for, no matter how much is shoveled into the furnace. This is a fact, not a theory. Several times the author has been able to keep the steam pressure through a day's run with a thin fire after the plant fireman had failed to do so with a thick fire. Of course it takes more skill to handle a thin fire, but a good fireman is proud of his skill and is glad to acquire it if there is reasonable recognition by his employer. A thick fuel bed is perhaps the most common cause of excessive clinkering, especially in the case of a coal whose ash melts at a relatively low temperature.



Chicago Section

Now! Just for that you get no sugar in your coffee. So, there!

Innocuous desuetude! For "Here's how"! we have substituted "Here's your chow!"

The iron cross and the double cross go hand in hand. Side by each. You get one for "working" the other. Savvey the burro?

State street nigger received a letter written on K. C. paper by a colored sojer in France. Sam puzzled over the K. C. a whole lot, and finally decided it meant Kaiser Chasers. Not a bad guess!

Noah had a little bull, in his bloomin' ark. He turned it loose in Pittsburgh, because it wouldn't bark. He never thought some gazabe, by the name of "Con," would grab the bull and keep him, just to practice on!

An old friend of ours says, "I have never yet met a politician—and I am 65—honest enough to acknowledge that he wanted an office for what money he could get out of it. Yet we all know that is what they are after."

The packer is no piker, whatever else he may or may not be. He's a dead game sport and a good loser, and some of him even goes to church—why or what for, no one has been able to explain satisfactorily! Some of him even fell for B. Sunday.

"He who takes by the sword, by the sword shall perish," and no doubt as Kaiser Bill is so fond of wielding the sword—by proxy, the sword will be his finish—if some State street coon doesn't get to him first with a razor!

When you hear a guy who looks like something the cat brung in berating the fat fellers, pay no attention to him. Let him

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Greases, Tallow, Oils
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WEBSTER BLDG., CHICAGO

rave; he's jealous; he got lost between the sheets; he's too light for heavy work. Everybody loves a fat man; you can always locate him!

"I expect to pass through this world but once. If, therefore, there be any kindness I can show, or any good thing I can do my fellow being, let me do it now. Let me not defer nor neglect it, for I shall not pass this way again." Did you buy Fourth Liberty Bonds?

Our old friend, Asa Davidson, who sat alone for several hours on the mourners' bench in the Grand Pacific Hotel, at the first meeting of what afterward turned out to be the A. M. P. A., can tell you how nearly the Association came being "still born." But she's still here, and growing.

If we have said anything in these yere colyums about Bill Alwayshollerin and his gang "over there" that we should be sorry for, we are mighty glad of it. In the words of the pote, "If we have as good a business last week as we had next, we're delighted to think that's what we hope." Clear to yuh, now?

Sarg drilling bunch of "raws" at Grant. After hours of labor, heavy cussing 'n everything, they still resembled "alignment shot all to hell." Sarg got good and sore and yowled at 'em, "Come over here and have a look at yourselves, and then go over to the river and fall in and drown, for all I care." Yes, he came from Ireland.

Robert C. McManus, general counsel for Swift & Company, had a small bone in one ankle broken as the result of an automobile accident last week, when a car driven by Paul Rudnick, chemist for Armour & Company, collided with the car in which McManus, T. H. Ingwersen and other Swift men were riding, and overturned it. The others were slightly injured, except Rudnick.

Packingtown was duly represented in the great Chicago Liberty Day parade. This

H. P. Henschien R. J. McLaren
HENSCHIEN & McLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.

gigantic spectacle had to be limited in numbers, and 300 men from the packinghouses marched as the Stock Yards quota. The floats were elaborate. The line was headed by the Wilson & Company float, representing the Statue of Liberty. The Swift float represented a 32-foot big gun. The Armour float was a tank, the Morris float carried their service flag, and the Libby float represented No Man's Land.

SEPTEMBER OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of September, 1918, was 15,242,873 pounds uncolored and 221,996 pounds colored, a total of 15,464,869 pounds. This was nearly five million pounds more than the preceding month. Compared to a year ago, it was about the same. Renovated butter production in the Chicago district in September totaled 412,003 pounds.

Oleomargarine production in the Chicago district by months for the past year is as follows:

September, 1917	15,617,374
October	19,076,596
November	16,917,082
December	17,156,959
January, 1918	18,355,165
February	20,315,955
March	17,128,288
April	12,777,094
May	13,920,829
June	11,298,221
July	11,191,912
August	10,848,902
September	15,464,869

H. C. GARDNER & F. A. LINDBERG
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Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
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Expert Assistance
CHEMISTS BACTERIOLOGISTS
Chemical control of Packing Plants. Yearly
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MUST BE GOOD TO OBTAIN
SATISFACTORY RESULTS**

"AND YOU CAN'T BEAT CORK!"

THAS A FACK!—BRACK an MACK

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“EVERY OUNCE ENERGIZES”
NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MURRIS & COMPANY
Chicago, Union Stock Yards

Established 1877
W. G. PRESS & CO.
175 W. Jackson Blvd, Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited STOCKS

200 Produce Exchange
New York, N. Y.
WORTHEN, TROTT & SULLIVAN
successors to M. FRANKFORT, established 1884
BROKERS AND COMMISSION MERCHANTS
OLEO OIL—OLEO STOCK—NEUTRAL LARD—COTTON OIL—OLEO STEARINE
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Union Stock Yards CHICAGO, ILL.
Packers and Commission
Slaughterers
Beef, Pork and Mutton
Members of the American Meat
Packers' Association

**CHICAGO PACKING
COMPANY**
Beef and Pork Packers
Boneless Beef Cuts
Sausage Materials
Commission Slaughterers
U. S. GOVERNMENT INSPECTION
Correspondence Solicited
UNION STOCK YARDS
CHICAGO

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

General Sales Dept., Old Colony Bldg.
CHICAGO

67 Second St.
SAN FRANCISCO

Watch Our “Want and for Sale” Page for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.				
Cattle.	Calves.	Hogs.	Sheep.	
Monday, Oct. 7.....	28,833	2,481	31,366	51,664
Tuesday, Oct. 8.....	22,664	3,548	27,621	46,484
Wednesday, Oct. 9.....	13,094	1,043	17,490	41,817
Thursday, Oct. 10.....	22,798	3,572	31,599	30,743
Friday, Oct. 11.....	10,421	963	18,352	14,295
Saturday, Oct. 12.....	3,500	200	10,000	3,000
Total for week.....	101,310	11,827	133,428	188,003
Previous week.....	77,932	8,167	125,001	183,844
Year ago.....	93,173	11,938	76,286	119,032
Two years ago.....	71,320	8,376	148,364	111,509

SHIPMENTS.

Monday, Oct. 7.....	3,167	68	199	6,845
Tuesday, Oct. 8.....	4,671	148	282	16,532
Wednesday, Oct. 9.....	4,225	307	392	18,823
Thursday, Oct. 10.....	6,397	445	401	19,640
Friday, Oct. 11.....	5,742	161	1,450	20,578
Saturday, Oct. 12.....	1,000	100	500	8,000
Total for week.....	25,202	1,129	3,224	91,418
Previous week.....	20,500	729	3,978	89,667
Year ago.....	20,840	1,533	7,539	54,246
Two years ago.....	17,816	1,223	11,640	53,419

TOTALS FOR YEAR TO DATE.

	1918.	1917.
Cattle.....	2,743,806	2,243,596
Hogs.....	6,271,721	5,459,048
Sheep.....	3,267,266	2,714,432

Combined receipts at eleven points:

Week ending October 12, 1918.....	490,000
Previous week.....	458,000
Cor. week, 1917.....	343,000
Cor. week, 1916.....	457,000
Cor. week, 1915.....	384,000
Total year to date.....	23,026,000
Same period, 1917.....	19,729,000
Same period, 1916.....	22,793,000
Same period, 1915.....	19,865,000

Combined receipts at seven points for 1917 to October 12, 1918, and the same period a year ago:

Cattle.	Hogs.	Sheep.
This week.....	393,000	403,000
Previous week.....	344,000	375,000
1917.....	383,000	269,000
1916.....	309,000	338,000
1915.....	279,000	266,000

TOTALS FOR YEAR TO DATE.

Combined receipts at seven points for 1918 to date and the corresponding period of 1917 and 1916:

Cattle.	Hogs.	Sheep.
1918.....	9,497,000	18,763,000
1917.....	8,069,000	16,116,000
1916.....	6,718,000	18,393,000
1915.....	5,818,000	15,566,000

CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	33,900
Anglo-American.....	7,300
Swift & Company.....	22,000
Hammond Co.....	11,800
Morris & Co.....	8,600
Wilson & Co.....	12,700
Boyd-Lunham.....	6,000
Western P. Co.....	4,800
Roberts & Oake.....	5,700
Miller & Hart.....	3,500
Independent P. Co.....	4,200
Brennan P. Co.....	4,700
Others.....	7,500
Totals.....	132,700
Previous week.....	120,200
Year ago.....	71,100

WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$14.25	\$18.20	\$10.50
Previous week.....	15.00	18.95	11.00
Cor. week, 1917.....	11.80	18.30	12.00
Cor. week, 1916.....	9.80	9.75	7.55
Cor. week, 1915.....	8.85	8.50	6.40
Cor. week, 1914.....	9.00	7.65	5.30
Cor. week, 1913.....	8.25	8.30	4.55
Cor. week, 1912.....	7.95	9.03	4.20
Cor. week, 1911.....	7.05	6.52	3.50
Cor. week, 1910.....	6.50	8.58	4.05

CATTLE.

Choice to prime steers.....	\$18.00@19.60
Good to choice steers.....	15.00@18.00
Plain to good steers.....	8,00@15.00
Yearlings, fair to choice.....	12.50@19.60
Stockers and feeders.....	7.00@13.00
Good to prime cows.....	9.00@13.00
Fair to prime heifers.....	9.00@14.75
Fair to good cows.....	7.75@9.00
Canners.....	6.00@ 6.50

POELS & BREWSTER, Inc.

Produce Exchange Bldg., New York

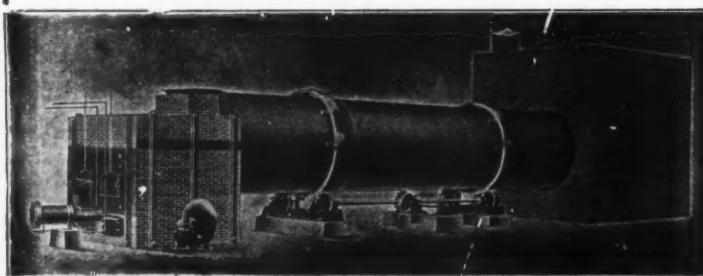
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Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the
world. Materias carried in stock for standard sizes.

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American Process Co.
68 William St. - - New York

LARD—(Per 100 lbs.)—

October.....	25.65	25.75	28.65	125.65
November.....	24.80	24.90	24.62	124.62
January.....	23.65	23.67	23.30	123.30

RIBS—(Boxed, 25c. more than loose)—

October.....	.....	.....	.....	21.30
November.....	21.80	21.80	21.42	121.42
January.....	21.00	21.00	20.37	120.37

FRIDAY, OCTOBER 18, 1918.

PORK—(Per bbl.)—

October.....	.....	.....	.....	34.80
November.....	.....	.....	.....	35.00

LARD—(Per 100 lbs.)—

October.....	25.47	25.50	25.20	25.20
November.....	24.35	24.55	24.20	24.20
January.....	21.07	21.25	20.90	20.90

RIBS—(Boxed, 25c. more than loose)—

October.....	21.07	21.25	20.90	20.90
November.....	21.40	21.40	20.92	20.92
January.....	21.40	21.40	20.92	20.92

†Bid. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	38	34.45
Native Sirloin Steaks.....	40	34.45
Native Porterhouse Steaks.....	40	34.45
Native Pot Roasts.....	25	34.30
Rib Roasts from light cattle.....	25	34.30
Beef Steaks.....	18	34.26
Boneless Corned Briskets, Native.....	28	34.30
Corned Rumps, Native.....	25	34.30
Corned Bibs.....	20	34.22
Corned Flanks.....	20	34.22
Round Steaks.....	28	34.36
Round Roasts.....	25	34.30
Shoulder Roasts.....	25	34.30
Shoulder Neck End, Trimmed.....	22	34.25

Lamb.

Hind Quarters, fancy.....	30	34.35
Fore Quarters, fancy.....	28	34.32
Legs, fancy.....	30	34.35
Stew.....	20	34.25
Chops, shoulder, per lb.....	30	34.32
Chops, rib and loin, per lb.....	40	34.45
Chops, French, each.....	15	34.15

Mutton.

Legs.....	22	34.25
Stew.....	16	34.18
Shoulders.....	24	34.25
Shoulder Steaks.....	24	34.25
Hind Quarters.....	25	34.28
Fore Quarters.....	18	34.22
Rib and Loin Chops.....	30	34.35
Shoulder Chops.....	25	34.28

Pork.

Pork Loins.....	32	34.38
Pork Chops.....	38	34.42
Pork Shoulders.....	30	34.30
Pork Tenders.....	55	34.60
Pork Butts.....	38	34.40
Spare Ribs.....	22	34.24
Hocks.....	20	34.20
Pigs' Heads.....	18	34.18
Leaf Lard.....	30	34.30

Veal.

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	26	27
Good native steers	24	25
Native steers, medium	22	23
Heifers, good	18	20
Cows	13 1/2	16
Hind Quarters, choice	31	
Fore Quarters, choice	21	

Beef Cuts.

Beef Tenderloins, No. 1	45
Beef Tenderloins, No. 2	42
Steer Loins, No. 1	47
Steer Loins, No. 2	38
Steer Short Loins, No. 1	59
Steer Short Loins, No. 2	46
Steer Loin Ends (hips)	32
Steer Loin Ends, No. 2	30
Cow Short Loins	23
Cow Loin Ends (hips)	25
Cow Loins	18
Sirloin Butts, No. 3	24
Strip Loins, No. 3	17
Steer Ribs, No. 1	32
Steer Ribs, No. 2	20 1/2
Cow Ribs, No. 1	23 1/2
Cow Ribs, No. 2	15
Cow Ribs, No. 3	25
Rolls	25
Steer Rounds, No. 1	25
Steer Rounds, No. 2	25
Cow Rounds	18
Flank Steak	26
Rump Butts	17
Steer Chucks, No. 1	21
Steer Chucks, No. 2	20
Cow Chucks	14 1/2
Boneless Chucks	19
Steer Plates	18 1/2
Medium Plates	17
Briskets, No. 1	20
Briskets, No. 2	17
Shoulder Clods	24
Steer Naval Ends	18 1/2
Cow Naval Ends	15 1/2
Fore Shanks	10
Hind Shanks	8 1/2
Hanging Tenderloins	20
Trimmings	17

Beef Product.

Brains, per lb.	10	12
Hearts	10	11
Tongues	19	24
Sweetbreads	26	28
Ox Tail, per lb.	8	10
Fresh tripe, plain	7	
Fresh tripe, H. C.	9	9 1/2
Livers	9	11
Kidneys, per lb.	8	

Veal.

Heavy Carcass, Veal	14	17
Light Carcass	20	22
Good Carcass	24	26
Good Saddles	29	30
Medium Racks	12	
Good Racks	20	

Veal Product.

Brains, each	10 1/2	
Sweetbreads	27	40
Calf Livers	26	28

Lamb.

Medium Lambs	20
Round Dressed Lambs	22
Saddles, Medium	24
R. D. Lamb Fores	20
Lamb Fores, medium	18
R. D. Lamb Saddles	26
Lamb Fries, per lb.	18
Lamb Tongues, each	4
Lamb Kidneys, per lb.	25

Mutton.

Medium Sheep	14
Good Sheep	18
Medium Saddles	20
Good Saddles	23
Medium Fores	12
Medium Racks	10
Mutton Legs	27
Mutton Loins	15
Mutton Stew	10
Sheep Tongues, each	4
Sheep Heads, each	11 1/2

Fresh Pork, Etc.

Dressed Hogs	26
Pork Loins	34
Leaf Lard	30
Tenderloins	52
Spare Ribs	21
Butts	29
Hocks	17 1/2
Trimmings	24
Extra Lean Trimmings	26
Tails	15 1/2
Snots	11 1/2
Pigs' Feet	6
Pigs' Heads	13 1/2
Blade Bones	9
Blade Meat	18
Cheek Meat	15
Hog Livers, per lb.	4
Neck Bones	9
Skinned Shoulders	27
Pork Hearts	13
Pork Kidneys, per lb.	9
Pork Tongues	22
Silp Bones	10
Tail Bones	12
Brains	11 1/2
Backfat	26 1/2
Hams	35
Salas	24
Bellies	38

THE NATIONAL PROVISIONER

SAUSAGE.

Columbia Cloth Bologna	long, round, in casings...
Choice Bologna	
Frankfurters	
Liver, with beef and pork	
Tongue and blood	
Minced Sausage	Luncheon Sausage...
New England Style	
Prepared Luncheon Sausage	
Special Compressed Sausage	
Liberty Luncheon Sausage (Berliner)	
Oxford Lean Butts	
Polish Sausage	
Garlic Sausage	
Country Smoked Sausage	
Country Sausage, fresh	
Pork Sausage, bulk or link	
Pork Sausage, short link	
Boneless lean butter in casings	
Luncheon Roll	
Delicatessen Roll	
Jellied Roll	

Summer Sausage.

D'Arles, new goods	
Beef casing salami	
Italian salami (new goods)	
Holsteiner	
Metwurst	
Farmer	
Cervelat, new	
Bologna, kits	
Bologna, 1/2 lbs@1/2	
Pork, link, kits	
Pork, links, 1/2 lbs@1/2	
Polish sausage, kits	
Polish sausage, 1/2 lbs@1/2	
Frankfurts, kits	
Frankfurts, 1/2 lbs@1/2	
Blood sausage, kits	
Blood sausage, 1/2 lbs@1/2	
Liver sausage, kits	
Liver sausage, 1/2 lbs@1/2	
Head cheese, kits	
Head cheese, 1/2 lbs@1/2	

SAUSAGE IN BRINE.

Pickled Pigs Feet, in 337-lb. barrels	\$15.00
Pickled Plain Tripe, in 200-lb. barrels	14.30
Pickled H. C. Tripe, in 200-lb. barrels	17.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	69.50

CANNED MEATS.

Corned and roast beef, No. 1/2	—
Corned and roast beef, No. 1	4.25
Corned and roast beef, No. 2	8.25
Corned beef hash, No. 1/2	—
Corned beef hash, No. 1	—
Hamburger steak and onions, No. 1/2	—
Hamburger steak and onions, No. 1	—
Vienna Sausage, No. 1/2	—
Vienna Sausage, No. 1	—

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case	\$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	—
Plate beef	—
Prime Mess Beef	—
Mess Beef	—
Beef Hams (220 lbs. to bbl.)	—
Rump Butts	—
Mess Pork	—
Clear Fat Backs	—
Family Back Pork	—
Beef Pork	—

LARD.

Pure lard, kettle rendered, per lb., tcs.	29 1/2
Pure lard	29 1/2
Lard, substitute, tcs.	24 1/4
Lard compounds	24 1/4
Cooking oil, per gal., in barrels	22 1/2
Cooks' and bakers' shortening tubs	28 1/4
Barrels, 3/4c. over tierces, half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces.	—

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	29 1/2@31
Cartons, rolls or prints, 1 lb.	32@34
Cartons, rolls or prints, 2@5 lbs	33 1/2
Shortenings, 30@60 lb. tubs	26
Nut margarine, prints, 1 lb.	30@31
Butter	—
Boxed, Loose are 1/4c. less.	—
Clear Bellies, 14@16 avg.	31.25
Clear Bellies, 18@20 avg.	31.00
Rib Bellies, 20@25 avg.	30.50
Fat Backs, 10@12 avg.	24.00
Fat Backs, 12@14 avg.	24.25
Fat Backs, 14@16 avg.	24.35
Extra Short Clears	27.65
Extra Short Ribs	27.50
Butts	—
WHOLESALE SMOKED MEATS.	—
Hams, 12 lbs., avg.	33 1/2@34 1/2
Hams, 16 lbs., avg.	34 1/2
Skinned Hams	36 1/2
Cafas, 4@6 lbs., avg.	27 1/2
Cafas, 6@12 lbs., avg.	24 1/2
New York Shoulders, 8@12 lbs., avg.	26 1/2
Breakfast Bacon, fancy	40 1/2
Wide, 12@14 avg., and strip, 6@7 avg.	42
Wide, 5@6 avg., and strip, 3@4 avg.	45 1/2
Rib Bacon, wide, 8@12 avg., and strip, 4@6 avg.	42

Dried Beef Insides	64 1/4
Dried Beef Knuckles	64 1/2
Dried Beef Outsides	65
Skinned Boiled Hams	64 1/2
Regular Boiled Hams	64 1/2
Boiled Cafas	65
Cooked Loin Rolls	65
Cooked Rolled Shoulder	65

SAUSAGE CASINGS.

F. O. B. CHICAGO.	—
Beef rounds, per set	614
Beef export rounds	618
Beef middles, per set	626
Beef bungs, per piece	614
Beef weasands	68 1/2
Beef bladders, medium	660
Beef bladders, small, per doz.	695
Hog casings, free of salt, regular	695
Hog casings, f. o. s., extra narrow	67
Hog middles, per set	620
Hog bungs, export	621
Hog bungs, large	615
Hog bungs, medium	611
Hog bungs, narrow	67
Hog stomachs, per piece	610
Imported wide sheep casings	—
Imported medium wide sheep casings	—
Imported medium sheep casings	—

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit	7.00@7.05
Hoof meal, per unit	6.40@6.60
Concentrated tankage, ground	6.45@6.55
Ground tankage, 11%	6.80@6.90
Ground tankage, 9% and 20%	6.60@6.65
Crushed tankage, 9% and 20%	6.40@6.45
Ground tankage, 6 1/2% and 30%	42.50@45.00

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS Something About Signs for the Inside of the Shop

By a Veteran Retailer.

Years ago, when meat was cheap and business rushing, and any old price slasher could open a shop and make a fairly decent living, he would sort of let up on work when the good old summer time came along. Then he took it a bit easy for the three hot months, and felt satisfied to worry along somehow, as long as he did not lose anything by it.

The custom was to close shop from 1 to 4 every day, which tended to make him lazy, and his employes ditto. There was no display of meats, but they would keep running in and out of the ice house all day, because refrigerated counter cases were not so universally used as they are today. High prices have changed all this for the better. While no big display of meats is made today, the counter cases are kept fairly well filled with fresh cut meats, and the enterprising and up-to-date shops fill up their empty rails with neatly lettered and snappy signs, and because the shopper cannot see the entire stock of foodstuffs, it usually gives her a fair idea of what she wants.

The signs are a very good substitute. Few women know just what they want when they come into a shop, so it's certain that inside advertising pays. It's exactly like wanting to use the telephone and not knowing the number to call. They are forced to use the telephone directory. Why can't they do the same thing when they don't know what they want to eat, by looking over your meat directly, which is made up of cardboard signs not too large, and neatly lettered.

How to Make the Signs.

It does not require a landscape artist to make these signs. Almost any man can make a fairly presentable sign, suggesting something for breakfast, lunch or dinner, including fresh fish, fruit, canned dainties, etc.

No necessity for the old-style picture of a pig, or a bull's head in glaring colors as big as a battleship, informing everybody that this is a meat bazaar. Or an old-fashioned butcher shop, where chuck steak is sold for frying and soup meat is sold for boiling. Or a special sale of roasting chicken for roasting, with the picture of a veteran of the feathered tribe that looks husky enough to send his fighting spur through the skin of a submarine.

Oh, yes, in those days, the "roasting chickens" had fine big healthy spurs. They were really old cocks, and the enterprising butcher would clip off their spurs with a cleaver, thus making fine big roasting chickens of them. The truest thing about the sign was that they were big; 7, 8 and 9 pounds was not unusual.

All that is obsolete today. Suggest, don't direct your customer. Let her tell you what she wants, after you've shown her how to tell you. Small neat signs something on this style:

"Tempt his appetite with something nice and fresh, and let us help you to select it.

"We handle nothing but the best here, and we need your trade too much to sell you anything else."

"If he's pleased, you're pleased, we're surely pleased and you'll always be pleased to buy here."

"Or this: "There is an art in preparing your fish for the table. We have every kind of edible fish in stock, perfectly fresh and sold to you at the tip-top of perfection. Today we have _____."

"Or: "Your meals are delightful when you use our tempting fresh meats. We want your trade."

"Breaded lamb fries are delicious for lunch, with a few lettuce leaves and buttered toast. Yes?"

"How to choose your meats. Let us give you a few pointers on how to do it, whether you buy from us or some one else. There are many points about meat that even an experienced buyer does not know. Come and find out for your own sake, as well as ours. Brides always welcome. Old housekeepers ditto!"

"Or: "Our ambition—Good meat, reasonable in price. The cost of living is high. You know it; so do we. We use our knowledge and experience to help you buy wisely and well. Ask us questions; we'll both profit."

"Our fresh fruit is fine. Unless it is well selected and looked after we lose your trade, thereby losing our money. So you can always be sure of the best fruit at all times at this store."

"To be delicious, meat must be well chosen and handled, as only an experienced butcher with proper knowledge can select proper meat to make a proper meal for the man of the house."

"Fresh killed meats are in a class by themselves. That's the only kind we offer for sale, and that's why you are always sure of being satisfied when you leave this store. Today our Frenched lamb chops and Del. steaks are particularly fine."

Write As You Would Talk.

It's the unusual that attracts. The new breezy way of saying the old things arouses fresh interest. Have your signs say in brief terms just what you would say in talking to a customer in a friendly way to whet her appetite. Get her interested in your goods and convince her that you realize your future prosperity depends on satisfying your customers all the time.

Signs are vital, and you cannot go wrong in using many of them. Don't keep them up too long. Change them often; they're cheap. Try these:

"We know from experience what a good housekeeper wants. Come and take advantage of our years of experience. Regular customers or strangers are welcome to it, because some day the stranger may be a regular."

"Veal cutlets. They melt in your mouth. If you buy them here you are sure of a splendid meal, because we know veal."

"There are oysters and oysters. The best are the finest things known. Try our specially selected Blue Points, fresh every morning. What's finer than an oyster cocktail served in a green pepper shell to start dinner with?"

"Tender juicy meat, the kind that established the reputation of this market."

"We're too wise to fall down on quality or fall up on price. Notice how busy our

delivery boys are. Watch our cashier make change for two customers at the same time, each hand working independently of the other. We trained her."

"Hams. Bacon. Sausage. The finest brands are right here. Do you know a finer odor than a rasher of bacon or a slice of sweet ham being broiled over a hot fire when you are hungry?"

"It's a cold winter's morning—the buckwheats are crisp and brown. The sausages are sizzling. The maple syrup is a golden yellow. The coffee is piping hot. The muffins are toasted just right—one doesn't have to die to reach heaven. It's right here on the breakfast table."

"Better than Doctors—A healthy appetite, a slice of rare roast beef and brown potatoes, and all the world is well. The beef and potatoes are here waiting for you."

"You can always trust the fresh, natural taste of a child to know good food. That's why so many kiddies are to be seen here before and after school hours."

"Fresh-killed poultry, handled in a sanitary way. Look it over. We can show you in 5 minutes how to select the right kind for the rest of your life, thus making home and hubby happy."

"Come in and talk to us, wealth hasn't made us proud."

"Careful buyers are our best friends. We have the goods. Once you buy here, we have gained a regular and satisfied customer."

"As cold as ice. As clean as virgin snow. That's why our meats retain their flavor. No handling. Direct to you from our big sanitary refrigerator."

"Your dinner Problem? Why worry? We'll help you by showing you the kinds of meats that are pleasing other careful housekeepers in this neighborhood. Don't be bashful. Come in."

"The bargains that made Saturday famous. Notice a few for the coming week-end." (Follow with a few specials.)

"Our ideas for your Sunday dinner." (Follow with the suggestions.)

"We have the knowledge, the experience, the goods, the right price, the equipment to serve you properly."

"She who hesitates is lost. Don't get lost. Come in."

"Hot weather appetite? Worry no more about what to eat. Here are a few tid-bits that will please you because they are easily prepared, and look dainty, and looks mean a whole lot on a hot day. We know what you want."

These are a few samples of cards to be hung around the shop. They instruct, suggest, and cause comment. Everybody will suggest a different subject, and pretty soon you'll have material enough to carry on the sign idea indefinitely. One customer tells another, and publicity in your shop is simply good salesmanship on paper. They may have some value in increasing business, but it must be done persistently and systematically. Continuous effort is necessary to sell goods and improve business.

Naturally you can not use the same signs all the time. Change and keep changing. Hunt up new ideas. Competition is keen these days. Retail advertising does not jerk, it pulls. It begins gently, but the pull is steady, like a team with a heavy load. A million jerky pulls won't budge it, but one-half the steady effort will start and keep it moving with scarcely any apparent effort. The big advertisers know it. The successful merchants know it. The steady, persistent plodder knows it. So try it out. L. A.

LOCAL AND PERSONAL.

The meat and grocery market in Belair, Md., owned by Francis Iglehart, has been destroyed by fire.

Leon Stanton, of Dowling, Mich., has purchased the meat market in Caledonia, Mich., formerly conducted by B. Babcock.

Joseph A. Heldmyer, a butcher of Middle-town, Del., died from pneumonia.

Oscar Hoff opened a meat market in Oslo, Minn.

Gust Laven opened a meat market in Swansville, Minn.

A meat market has been opened in Conway, No. Dak., by A. F. Kelly.

Condon Bros. sold their meat market in Brodhead, Wis., to A. V. Arnold.

Louis Baumann closed his butcher shop in Sheboygan, Wis.

E. L. Thomas started a meat business in Darien, Wis.

The Union Co-operative Meat Market, Detroit, Mich., has been incorporated with a capital stock of \$10,000.

Charles E. Miller has purchased the fixtures of the Provision Co., at Monroe, Wis., and is engaging in the meat business.

C. W. Woodruff has purchased the Home Meat Market, Edmond, Okla.

J. B. Kuykendall has opened on Central avenue, Idabel, Okla., as the Central Market.

Vincent Brothers have opened their new meat market at 406 North Broadway, Pittsburgh, Kans.

Hains & Connor have engaged in the meat business at Hugoton, Kans.

R. E. Stambaugh and C. F. Gartner have engaged in the meat and grocery business at Canton, Okla.

T. J. Collier & Co. have added a meat market to their grocery store at Wagoner, Okla.

Ray Tucker, of Herrington, Kans., has purchased a meat market in Ottawa, Kans.

J. D. Mahoney has opened a meat market on West Second street, Liberal, Kans.

Paul Scharf has purchased the Brunswick Meat Market from F. Zimmerman, Neligh, Neb.

Chas. Tudor is about to engage in the meat business at Shelby, Neb.

W. Stormont has again engaged in the meat business at Hyannis, Neb.

Joseph Crabill is about to open a new butcher shop in Sutherland, Neb.

Robert Piester has sold out the City Meat Market to James Gaddis, Alliance, Neb.

Corbett & Vinge have purchased the Colville Meat Market, Colville, Wash., from George A. Drake.

C. C. Dobson, of the Odessa Meat Market, has purchased the business of T. J. Field, Odessa, Wash., and consolidated with his own.

The meat market of the M. M. Gasser Co., 209-211 Superior street, Duluth, Minn., has been destroyed by fire.

RECORD PURCHASE OF HOGS.

The largest single shipment of hogs ever marketed was received at the Union Stock Yards, Chicago, October 9, from Darlington, Ind. The consignment was owned by three shippers, and both in number and value was the biggest ever coming direct from the country. Armour & Company bought the entire lot of thirty-four cars, thereby setting a new record for a single purchase of hogs. The amount paid totaled \$105,166.95. The hogs averaged about 256 pounds and brought \$18.50 straight, a record price for large ship-



RID-of-RATS

The only Exterminator of Rats and Mice that can be used where Food is manufactured or stored and requires no mixing or massing.

NON-POISONOUS

No dead bodies found on the premises, because the Rodents after taking Rid-of-Rats will run until death if an avenue of escape is left open. Millions are using it. Thousands of unsolicited testimonials from all trades and farmers. Patented and in use over six years. Price, \$1.00 per lb. in bulk, or \$1.80 per dozen 15c. boxes. If not carried by your dealer write direct to the Patentees and Sole Manufacturers.

BERG & BEARD MFG. CO., Inc. 100 Emerson Place
Southern Distributing Agency W. L. Crawford, Lexington, N. C.

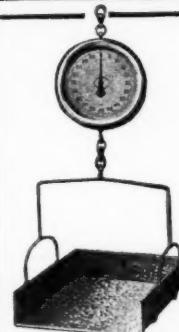
Hide
Brooms

Never in the history of any business has it been more important to buy the very best than in the present times. Our Hide Brooms are especially made for sweeping Hides.

References: The largest Packing Houses in the U. S. and Canada.

Get our quotations.

DESHLER BROOM FACTORY DESHLER NEBRASKA



What's A Thermoseal Scale?

It's an improved Chatillon Scale with a special device which makes this scale self-adjusting to meet varying degrees of temperature.

Improved construction eliminates vibration and makes this scale specially rapid and thoroughly reliable.

*Send for literature about
the Thermoseal Scale.*

JOHN CHATILLON & SONS

ESTABLISHED 1835

85 Cliff Street

New York City

LARD PAILS

OF
SUPERIOR QUALITY
AT
REASONABLE PRICES
FOR
PROMPT SHIPMENT

JOHNSON-MORSE CAN COMPANY
WHEELING, WEST VA.

The Adelmann Aluminum
HAM BOILER

produces a cordless ham of perfect shape with centre cut from the beginning, of higher flavor and more nutritious qualities. It reduces shrinkage in boiling up to 10%. Can be handled by any hand.

Ham Boiler Corporation
640 Morris Park Ave.
NEW YORK

New York Section

A. O. Russ of the hide department of Wilson & Company, Chicago, was in New York this week.

A. J. Buffington, of the credit department of Swift & Company, Chicago, was in New York this week.

W. E. Kimberlin, of Wilson & Company's mutton department at Chicago, was a New York visitor this week.

J. P. Lightfoot, of Wilson & Company's legal department, Chicago, was also a visitor in New York this week.

B. H. Herbert, of the beef department of Armour & Company, Chicago, was a visitor in New York during the past week.

Swift & Company's sales of beef in New York City for the week ending October 12, 1918, averaged as follows: Domestic beef, 17.21c. per pound.

FOOD BOARD "FAIR" MEAT PRICES.

The Federal Food Board in New York this week issues the following list prices which it says the consumer should pay, on a "cash and carry" basis, at retail meat shops in New York City:

	From Medium Steers. Per lb.	From Good Cows. Per lb.
Beef—		
Sirloin, untrimmed	35-40c.	25-28c.
Top round	39-44c.	29-32c.
Bottom round	37-42c.	27-30c.
Pot roast	36-41c.	26-29c.
Stew beef	29-34c.	19-22c.
Rib roast prime	33-38c.	23-26c.
Rib roast chuck	28-33c.	18-21c.
Chuck steak	23-26c.	20-23c.
Kosher Beef (Choice Steers)—		
Soup meat	33-37c.	
Chuck steak	34-38c.	
Shoulder steak	37-41c.	
Breast, 1st cut	37-41c.	
Breast, 2nd cut	37-41c.	
Lamb—		
Leg of lamb	25-27c.	
Stew lamb	18-20c.	
Pork—		
Smoked hams (unwrapped), 8-18 lbs.	38-39c.	
Smoked shoulders (picnics), 2½-7 lbs.	28-30c.	

WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the U. S. Department of Agriculture:

MONDAY, OCTOBER 14, 1918.

Fresh beef, Western dressed:	Boston.	New York.	Philadelphia.	Washington.
Steers:				
Choice	\$27.00@28.00	\$27.00@28.00	\$28.00@29.00	\$...
Good	24.00@26.00	24.00@25.00	25.00@28.00	23.00@26.00
Medium	22.00@23.00	16.00@20.00	18.00@22.00	19.00@23.00
Common	20.00@21.00	13.00@15.00	14.00@17.00	14.00@19.00
Cows:				
Good	18.00@19.00	16.00@17.00	16.00@17.00	...
Medium	16.50@17.00	14.00@15.00	14.00@15.00	16.00@18.00
Common	15.00@15.50	12.50@13.50	13.00@14.00	13.00@16.00
Bulls:				
Good	14.00@15.00	...	...	...
Medium	13.50@14.00	14.00@14.50	14.00@14.50	...
Common	13.00@13.50	12.00@13.00	12.00@13.00	...
Fresh lamb and mutton, Western dressed:				
Lamb:				
Choice	23.00@24.00	22.00@	23.00@25.00	27.00@28.00
Good	22.00@23.00	19.00@21.00	22.00@23.00	26.00@27.00
Medium	21.00@22.00	17.00@18.00	20.00@21.00	24.00@26.00
Common	19.00@20.00	15.00@16.00	17.00@18.00	22.00@24.00
Mutton:				
Good	17.00@18.00	16.00@18.00	15.00@17.00	...
Medium	16.00@17.00	15.00@16.00	14.00@15.00	...
Common	14.00@15.00	12.00@14.00	12.00@13.00	...

he owned shares of Swift & Company capital stock of record October 26, 1918."

The First Trust & Savings Bank of Chicago has been appointed depositary for the purpose of effecting the exchange of shares of capital stock. About November 6 next it is announced a notice will be mailed to each shareholder stating the number of shares of Libby, McNeill & Libby which he is entitled to acquire and the number of shares of Swift & Company capital stock and fraction thereof exchangeable for shares of Libby, McNeill & Libby.

In extending the offer to shareholders the directors say it is thought advisable to separate the business. Also it is announced the officers and directors of Swift & Company consider the shares of Libby, McNeill & Libby "a valuable security and will exchange their shares in accordance with the foregoing plan. They earnestly recommend and advise each and every shareholder to do likewise."

The capital stock of Libby, McNeill & Libby is now \$12,800,000, being divided into 1,280,000 shares of the par value of \$10 each. It is proposed to offer 1,275,000 shares of this capital to the stockholders of Swift & Company. The circular containing the offer of exchange presents a balance sheet of Libby, McNeill & Libby dated May 4, 1918. The capital was then \$8,000,000, but has since been increased out of surplus to \$12,800,000. On the basis of the figures of May 4 the book value of the present stock is 146 per cent of par.

The balance sheet shows an excess of quick assets over current liabilities of \$10,168,713, or about 150 per cent of current liabilities. The figures would indicate large earning power and the book value shown should make the offer an attractive one to Swift & Company shareholders. There are no bonds.

This segregation is in line with the one made last August of Swift & Company international stock, the concern controlling the South American business of Swift & Company.

CHICAGO LIVESTOCK MARKET.

(Continued from page 164.)

The demoralized condition which characterized the sheep and lamb trade at the close of last week has been in evidence since Monday, and prices have worked to a still lower level. The best grades of lambs show a decline of fully 75c. per cwt. as compared with last Friday, while sheep are off about 50c. during the same time. Feeding lambs are fully \$1 per cwt. lower than the close of last week, with the choicest grades hanging around 13c. and the common to inferior kinds down to 11c. according to condition, weight and quality. Quotations range as follows: Westerns—Good to choice lambs, \$14.75@15.25; fat yearlings, \$12@12.50; good to choice killing wethers, \$10.75@11.50; fat ewes, \$9.50@10; cull ewes, \$4.50@6; short-mouthed breeding ewes, \$9@11; four and five-year-old ewes, \$12@14; yearling and two-year-old ewes, \$16@17; feeding lambs, \$12@13; feeding yearlings, \$11@11.50; feeding wethers, \$9.50@10; feeding ewes, \$7@8. Natives—Good to choice lambs, \$14.50@15; medium-fleshed and bucky lambs, \$11.50@13; culls, \$10@11; fat ewes, \$9.50@10; poor to medium ewes, \$8@9; culls, \$4.50@6; short-mouthed breeders, \$9.50@11; choice breeding ewes, \$15@16.

PACKERS' CONVENTION NOTES.

(Continued from page 151.)

Charles A. Streets, the Cleveland broker, was on deck.

Harry Oppenheimer graced the assemblage with his presence. We need and appreciate H. O.

The J. R. Poole Co., of Boston, was represented by Messrs. Mayo and Crofton in regularly approved style.

Sterne & Son Co., "just brokers," entered Chas. B. Martin, Hon. Pete Cosgrove and "Tod" Sterne—a welter and two feathers, and all top-notchers.

Louis Pfaelzer & Sons were represented by Jonas, the now guiding genius of the fortunes of the company. These young fellows are sure breaking into the very front ranks.

Robert S. Redfield is an old timer in the packing house machinery business, and the originator of numerous labor-saving devices. Doing a big business, too. Ruby Bob is O. K.

Chas. H. Ogden, of Pittsburgh, always attends. C. O. missing would put the convention in the attitude of the bride, "waiting at the church." Doesn't make much noise, but radiates good feeling, nevertheless.

W. B. Allbright and B. F. Nell, now on the honor list of "old timers" in the game, cavorted around like a pair of colts. You can imagine W. B. cavorting, huh? The only time B. F. cavorts is when he runs into Henry Eckert, Fort Wayne's wildman. Oh, yes, lest we forget. B. F. did once cavort down an embankment in a Pullman, while enroute to Indianapolis.

The Powers Regulator Co. are manufacturers of temperature regulators for cooking, rendering, scalding, drying, etc. One of the most acceptable and valuable appliances the packing trade has had presented to it in years. The company was ably represented.

General Michael Ryan, the dean of the association, was the wonder of the convention. Twenty years younger than the last time we saw him, and lost none of the old "fire" which has made him so famous.

Gone are the days when Joe Roth "directed" his Jazz band, and 'ere long they will be gonner. Shed a tear in your beer, for soon there'll be no beer in which to shed your tear. Oh, dear!

Many have crossed the Great Divide since the first meeting at the Grand Pacific Hotel. All through our merriment we can see the smiling happy faces of those we loved. Requiescat in pace.

F. M. DeBeers and R. H. Appell attended to the Swenson Evaporator Co.'s interests, which interests are more to the advantage of the users of the company's machinery than to themselves. Just as sensible to be without a catch-basin as an evaporator.

The Stevenson Trap

for overhead tracks works positively up and down with the motion of the door. Can't be hit by trolley. Fits track snugly. Send for Booklet A, giving full description of all Stevenson Doors.

Stevenson Cold Storage Door Co.
1500 W. 4th St., Chester, Pa.

John Theurer, the Cleveland packer, received a royal welcome, as usual. John classes.

Tompkins-Summer Co. was represented by Thos. A. Boyer and Gus Summer, the horn potentiates.

C. A. Schell, of C. A. Schell Provision Co., Akron, Ohio, may be rated amongst the coming topnotchers.

Joe Taylor, the Pittsburgh broker, and one of the real "honest to goodness" guys, was very much in evidence.

Cincinnati's poet laureate, Charles G. Schmidt, of the Cincinnati Butchers' Supply Co., sent Oscar, a worthy son of a worthy sire.

John L. Sheehy, for many years with S. & S., and latterly with Wilson & Co. as manager of the car route department, is now a broker.

Charles Sucher, of Dayton, attended the smoker and wanted to swipe the dame who "draped" "Salt" Williams. The "clinging vine" for Charles.

T. W. Taliaferro, of Detroit, did come; just couldn't keep away, busy as he is. T. W. never wastes time, hence consider the convention worth while, the rest of you.

You gotta hand the D. S. O. to "Mack & Brack" of the Union Insulating Company. Distinguished service is right; ask the man, he'll tell you. As entertainers, too, they have no peers.

Milton J. Williams, of the Williams Patent Crusher & Pulverizer Co., runs to heavy stuff, like his crushers, and like his crushers, gets away with it.

Taylor Bros.' entries—like Ike and Mike, they look alike, when one coughs the other expectorates—Jack, Hugh and Art, all members of the English nobility, guaranteed for speed, safety and respectability.

And like a zephyr ("heifer" would be more appropriate) in blew "Con" Yeager, and you couldn't see him for dust.

Edwin J. Ward, of the United Cork Companies, needs no introduction. Edwin puts her over every time, good and plenty, and makes her stick.

Parker A. Jacobson, president of the Interstate Packing Co., Winona, Minn., has taken out his first papers as a Chicagoan!

Albert Johnson represented Herf & Frerichs Chemical Co. As an ammonia expert Albert has no peer, and his knowledge is yours.

J. O. Jamison, Jr., of the Jamison Cold Storage Door Co., is always "welcome to our city"; welcome as the flowers in May. Come oftener, J. V. Don't wait for the conventions.

Harry C. Woodruff, Brecht & Co.'s New York manager, is a regular feller, one of the kind the pattern and patent of should never be lost or allowed to expire. Mrs. Woodruff accompanied Harry, and he strayed not.

W. H. White, Jr., president of the White Provision Co., Atlanta, Ga., was on deck as usual. Got here in time to transact all his business before the convention opened up. Another guy who has the key of our fair city.

Showing what application can do, and getting your money into a business as a secondary consideration, Joe Ziegler, of J. B. Ziegler & Co., greasists, didn't know a barrel o' grease from a barrel o' Irish moss not many years ago. Today Josephus knows the game from A to Z, and has made a whole lot of kale out'n it, too! ♦

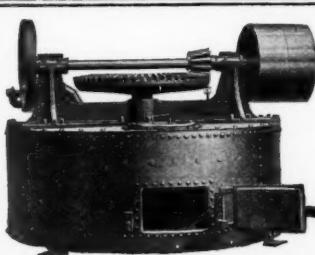
FOR THE FOURTH LIBERTY LOAN.

T. A. Adams announces that he has, in behalf of the Union Terminal Cold Storage Co., the Manhattan Refrigerating Company and the Kings County Refrigerating Company, subscribed for \$112,000 of the Fourth Liberty Loan. He also announces that the employees of the three companies have subscribed for approximately \$18,000 additional.

Thomson & Taylor Spice Company
*Recleaned Whole and Ground
 Spices for Meat Packers*

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 TANKAGE DRYERS**

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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers	\$10.00@16.25
Stags and oxen	—@—
Bulls	7.00@10.75
Cows	4.00@10.50

LIVE CALVES.

Live calves	\$14.00@21.00
Live calves, grassers	@ 9.00
Live calves, Western	11.50@11.75
Live calves, culs, per 100 lbs.	—@—

LIVE SHEEP AND LAMBS.

Live lambs, ordinary to good	14.00@16.50
Live lambs, culs	@ 9.00
Live lambs, yearlings	—@—
Live sheep, common to good	6.50@10.00
Live sheep, culs	—@—

LIVE HOGS.

Hogs, heavy	@19.00
Hogs, medium	@19.00
Hogs, 140 lbs.	@19.00
Pigs	@18.00
Roughs	@16.75

DRESSED BEEF.

CITY DRESSED.

Choice native heavy	28 @29
Choice native light	27 @29
Native, common to fair	20 @26

WESTERN DRESSED BEEF.

Choice native heavy	27 @29
Choice native light	27 @28
Native, common to fair	24 1/2@25
Choice Western, heavy	25 1/2@26
Choice Western, light	21 @22
Common to fair Texas	19 1/2@22
Good to choice heifers	26 @27
Common to fair heifers	21 1/2@22 1/2
Choice cows	17 @18
Common to fair cows	14 @15
Fresh Bologna bulls	13 @16

BEEF CUTS.

Western.	City.
No. 1 ribs	@34
No. 2 ribs	@24
No. 3 ribs	@18
No. 1 loins	@34
No. 2 loins	@24
No. 3 loins	@18
No. 1 hinds and ribs	@32
No. 2 hinds and ribs	@29
No. 3 hinds and ribs	@26
No. 1 rounds	@24
No. 2 rounds	@18
No. 3 rounds	@16
No. 1 chuck	@23
No. 2 chuck	@18
No. 3 chuck	@13

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	31
Veals, country, dressed, per lb.	30
Western, calves, choice	31
Western calves, fair to good	25 @27
Grassers and buttermilks	18 @24

DRESSED HOGS.

Hogs, heavy	27 1/2%
Hogs, 180 lbs.	27 1/2%
Hogs, 160 lbs.	28 1/4
Hogs, 140 lbs.	28 1/2
Pigs	29 1/4

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	@21
Lambs, choice	@23
Lambs, good	@22
Sheep, choice	@21
Sheep, medium to good	@20
Sheep, culs	@14

PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.	@35 1/2
Smoked hams, 12 to 14 lbs. avg.	@35
Smoked hams, 14 to 16 lbs. avg.	@34
Smoked picnics, light	@26
Smoked picnics, heavy	@25
Smoked shoulders	@26

THE NATIONAL PROVISIONER

LIVE CATTLE.

Smoked beef tongue, per lb.	38
Smoked bacon (rib in)	40
Dried beef sets	42
Pickled bellies, heavy	38

FRESH PORK CUTS.

Fresh pork loins, city	40
Fresh pork loins, Western	38
Frozen pork loins	35
Fresh pork tenderloins	37
Frozen pork tenderloins	49
Shoulders, city	32
Shoulders, Western	29
Butts, regular fresh Western	34
Butts, boneless fresh Western	38
Fresh hams, city	38
Fresh hams, Western	34
Fresh picnic hams	26

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	92.50 @ 95.00
Flat shin bones, avg. 40 to 45 lbs. per	82.50 @ 85.00
100 lbs.	100 lbs.
Black hoofs, per ton	75.00 @ 85.00
Striped hoofs, per ton	75.00 @ 85.00
White hoofs, per ton	90.00 @ 92.50
Thigh bones, avg. 85 to 90 lbs. per	170.00 @ 175.00
100 lbs.	100 lbs.
Horns, 7 1/2 oz. and over, No. 1's	225.00 @ 240.00
Horns, avg. 7 1/2 oz. and over, No. 2's	150.00 @ 175.00
Horns, avg. 7 1/2 oz. and over, No. 3's	100.00 @ 125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd 30	35c
Fresh steer tongues, untrimmed	23
Fresh cow tongues	20c
Calves' heads, scalded	70c
Sweetbreads, veal	40
Calves' livers	30c
Beef kidneys	20c
Mutton kidneys	5c
Livers, beef	18c
Oxtails	16c
Hearts, beef	16c
Rolls, beef	28c
Tenderloin beef, Western	30
Lamb's frys	12c
Extra lean pork trimmings	20c

BUTCHERS' FAT.

Ordinary shop fat	7
Suet, fresh and heavy	13
Shop bones, per cwt.	25 @ 35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	•
Sheep, imp., medium wide, per bundle	•
Sheep, imp., medium, per bundle	•
Sheep, imp., narrow, per bundle	•
Hog, free of salt, tcs. or blbs., per lb., f. o. b. New York	25
Hog, extra narrow, selected, per lb.	20
Hog middles	20
Hog bungs	20
Beef rounds, domestic, per set, f. o. b. New York	14
Beef rounds, export, per set, f. o. b. New York	18
Beef bungs, pieces, f. o. b. New York	14
Beef middles, per set, f. o. b. New York	26
Beef weasands, No. 1a, each	8 1/2
Beef weasands, No. 2a, each	4
Beef bladders, small, per dozen	98

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

Pepper, Sing., white	33
Pepper, Sing., black	27
Pepper, Penang, white	—
Pepper, red	20
Alspice	12
Cinnamon	28
Coriander	12
Cloves	50
Ginger	23
Mace	60

CURING MATERIALS.

Refined saltpetre, granulated, blbs.	27
Refined saltpetre, crystals, blbs.	31
Double refined nitrate of soda, gran., f.o.b. N. Y. and S. F.	6 1/2
Double refined nitrate of soda, crystals	7
No. 1 skins	57
No. 2 skins	55
Branded skins	52
Ticky skins	57
No. 1 B. M. skins	55
No. 1, 9 1/2-12 1/2 lbs.	55
No. 2, 9 1/2-12 1/2 lbs.	55
No. 1 B. M., 9 1/2-12 1/2 lbs.	55
No. 2 B. M., 9 1/2-12 1/2 lbs.	55
Branded skins, 9 1/2-12 1/2 lbs.	55
Ticky skins, 9 1/2-12 1/2 lbs.	55

GREEN CALFSKINS.

No. 1, 12 1/2-14 lbs.	6.06
No. 2, 12 1/2-14 lbs.	6.75
No. 1 B. M., 12 1/2-14 lbs.	6.75
No. 2 B. M., 12 1/2-14 lbs.	6.75
No. 1 heavy kips, 18 lbs. and over	6.75
No. 2 heavy kips, 18 lbs. and over	6.75
Branded kips	6.75
Heavy braided kips	6.75
Ticky kips	6.75
Heavy tacky kips	6.75

DRESSED POULTRY.

FRESH TURKEYS.	
Spring, selected, per lb.	43
Spring, poor to fair, per lb.	50

FRESH CHICKENS.

Chickens—Fresh, dry-packed, 12 to box—Western, milk-fed, 17 lbs. to doz., per lb.	45
Western, milk-fed, 18 to 24 lbs. to doz., per lb.	45
Western, corn-fed, 17 lbs. to doz., per lb.	45
Western, corn-fed, 18 to 24 lbs. to doz., per lb.	45
Chickens—Fresh, iced, barrels—Western, milk-fed, 2 to 2 1/2 lbs. per pair, per lb.	39
Western, milk-fed, 3 to 4 lbs. to pair, per lb.	39
Western, corn-fed, 2 to 2 1/2 lbs. to pair, per lb.	39
Western, corn-fed, 3 to 4 lbs. to pair, per lb.	39
Western, dry packed—barrels	35
Western dry packed, 3 to 4 lbs. each	31

Fowl—Fresh—Boxes—Dry packed, corn-fed—Western, 60 lbs. and over to dozen	35%
Western, 48 to 56 lbs. to dozen	35
Western, 36 to 42 lbs. to dozen	34 1/4
Western, 30 to 35 lbs. to dozen	33 1/2
Western, under 30 lbs. to dozen	31

Fowl—Fresh—dry packed—barrels	35%

